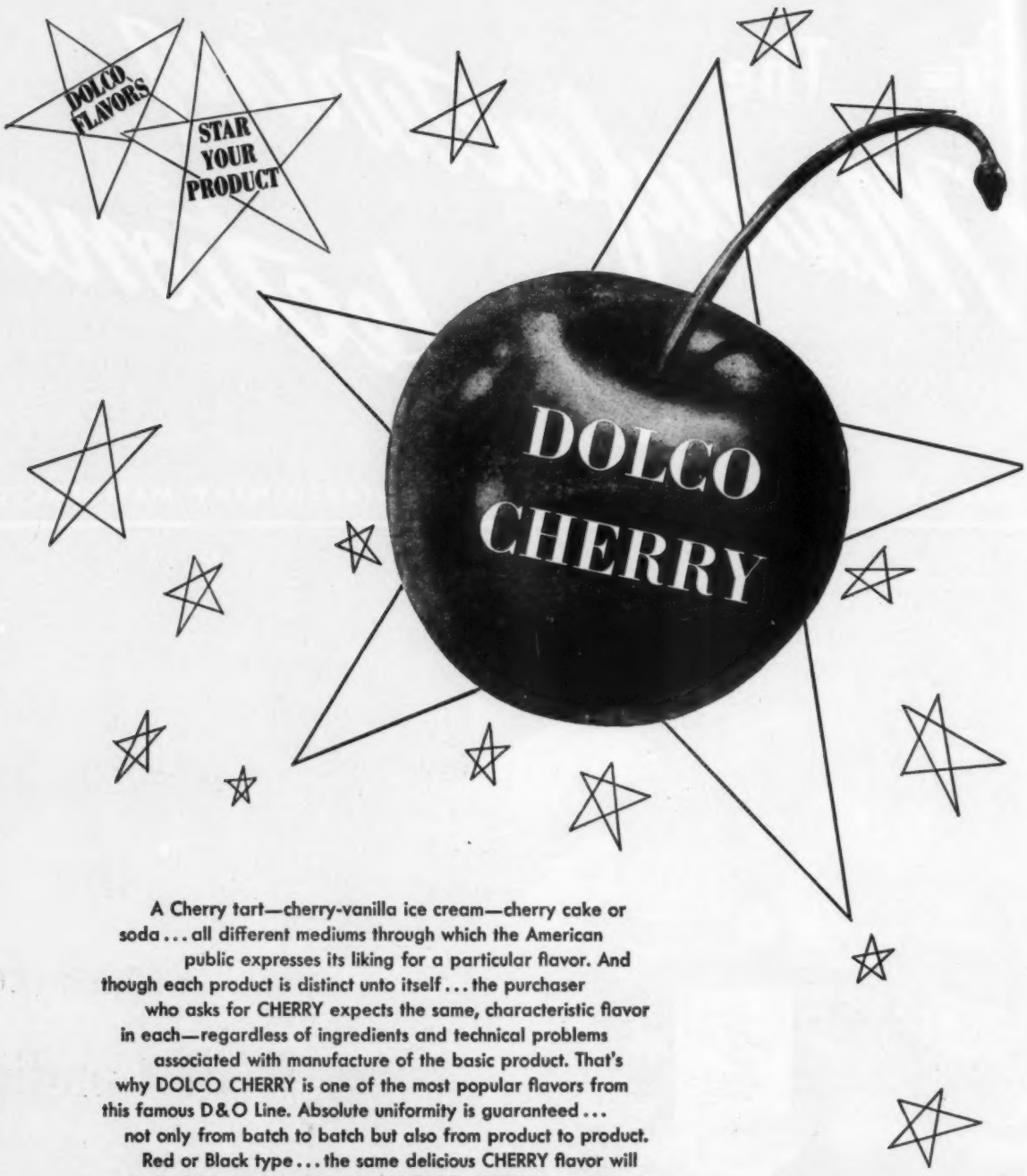
The Manufacturing Confectioner

#12

PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS

Measuring the Viscosity of Candies

NOVEMBER
1954



A Cherry tart—cherry-vanilla ice cream—cherry cake or soda . . . all different mediums through which the American public expresses its liking for a particular flavor. And though each product is distinct unto itself . . . the purchaser who asks for CHERRY expects the same, characteristic flavor in each—regardless of ingredients and technical problems associated with manufacture of the basic product. That's why DOLCO CHERRY is one of the most popular flavors from this famous D&O Line. Absolute uniformity is guaranteed . . . not only from batch to batch but also from product to product. Red or Black type . . . the same delicious CHERRY flavor will be found in any product where DOLCO CHERRY is employed. Ask your D&O representative for trial quantities.

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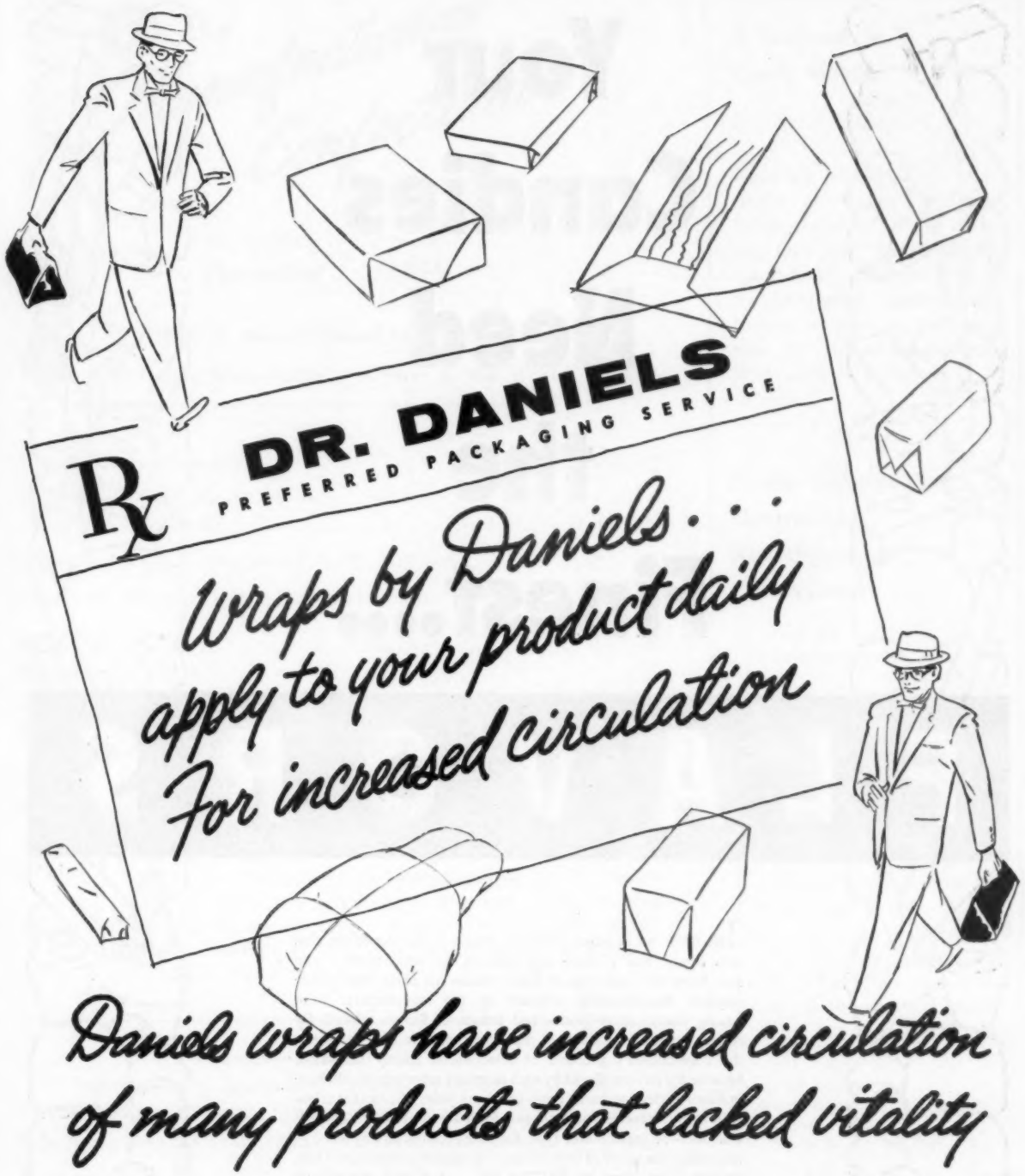
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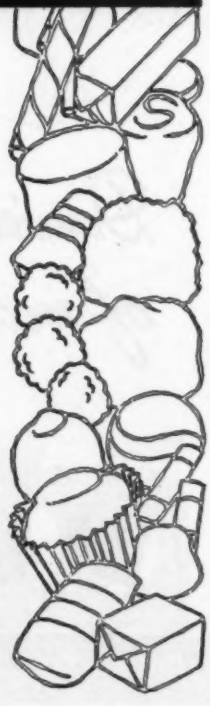
Your Candies Need the Finest....

FLAVORS

THERE'S no question about it, *flavor* is the ingredient that *sells* candy. Nor is there any question but what there is one *best* flavor for each type of candy made. To make that choice requires discriminating selection by the manufacturer from among many, many grades and brands of flavors offered. By relying upon the products of the most reputable manufacturers, the confectioner's problem of selection is greatly simplified, because the flavors offered by such suppliers represent the ultimate in flavor perfection based upon years and years of constant scientific study, experimentation and improvement. FRITZSCHE Flavors—in variety and type for every confectionery need—are, today, the result of over 80 years of applied experience. Thus, for the finest, come to FRITZSCHE... *A FIRST NAME IN FLAVORS SINCE 1871.*



FRITZSCHE *Established* 1871

Brothers, Inc.

PORT AUTHORITY BUILDING, 76 NINTH AVENUE, NEW YORK 11, N. Y.

BRANCH OFFICES *and* *STOCKS: *Atlanta, Georgia, Boston, Massachusetts, *Chicago, Illinois, Cincinnati, Ohio, Cleveland, Ohio, *Los Angeles, California, Philadelphia, Pennsylvania, San Francisco, California, St. Louis, Missouri, *Toronto, Canada and *Mexico, D. F.* FACTORY: *Clifton, N. J.*

The Manufacturing Confectioner

Vol. XXXIV No. 12
November 1954

Edited and Published in Chicago
The Candy Manufacturing Center of the World

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COVER: One of the strengths of the manufacturing retailer is his ability to give great emphasis to seasonal packages. This group of Easter packages, designed to look like Easter bonnets, created a great deal of interest, as well as business, at Colonial House Candies.

Founder—EARL R. ALLURED

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A Textbook on Candy Making

by Alfred E. Leighton

Here is a textbook where the reader can learn the basic fundamentals of candy making, the "how" and "why" of the various operations in non-technical terms. Particular attention is given to the function of raw materials, and why each is included in a formula.

Profits Through Cost Control for Manufacturing Confectioners

by Frank Buese and Eric Weissenburger

This booklet deals with the problems of cost control in candy plants, including planning for profit, controlling material costs, labor costs, distribution costs and overhead costs. The emphasis is on planning operations so that a profit will be made, and in detecting those factors which will adversely affect profit before they can seriously cut the planned profit.

Directory Division
The Manufacturing Confectioner Publishing Company
418 N. Austin Blvd., Oak Park, Ill.

Enclosed find my check.....to cover the cost of

☐ **A Textbook on Candy Making $6.00**

☐ **Profits Through Cost Control $2.00**

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Editor's Column

THE Buffalo and Western New York Confectioners Association has a Sweetest Day theme song which seems to deserve wider adoption. Here it is, to the tune of "Jingle Bells."

SWEETEST DAY!
SWEETEST DAY!
comes but once a year—
what better way could you express
your love to those most dear
than giving mother, sweetheart, wife
some candy, make them gay
'cause candy is delicious food
enjoy some every day!

Ambrosia
FOOD OF THE GODS

In its distinguished Chocolate Coatings, Ambrosia has preserved a tantalizing taste, delicate as the blossoms of the cocoa tree, yet rich as the ripened brown beans.

CHOCOLATE COATINGS

We will be pleased to have your request for samples and information. Address: Dept. D 1

AMBROSIA CHOCOLATE COMPANY
MILWAUKEE, WISCONSIN
Celebrating 60 Quality Years

WE READ in the "Australasian Confectioner Ice Cream and Milk Bar Journal" for August 1954 on a two page spread that Bester's is introducing to Australia "The candy bar all America munches, Oh Henry!"

ROCKWOOD & Company has put forth a proposal that seems to have intriguing possibilities. They offered to exchange warehouse receipts for cocoa beans in exchange for their shares of stock in the company in the ration of 80 pounds of African cocoa beans for each common share.

Why shouldn't Mars ship a few cases of Milky Way, or Henry Heide a few cases of Jujubes, in lieu of dividends if their cash position gets tight.

FURTHER evidence lends weight to the fact that candy is practically a universal food.

A survey of all unit purchases, except tobacco, in super markets has shown that candy and chewing gum are the most frequently purchased commodities. We have also heard at one of the Sears, Roebuck conferences that the firm's candy department has the greatest number of transactions of any in the company.

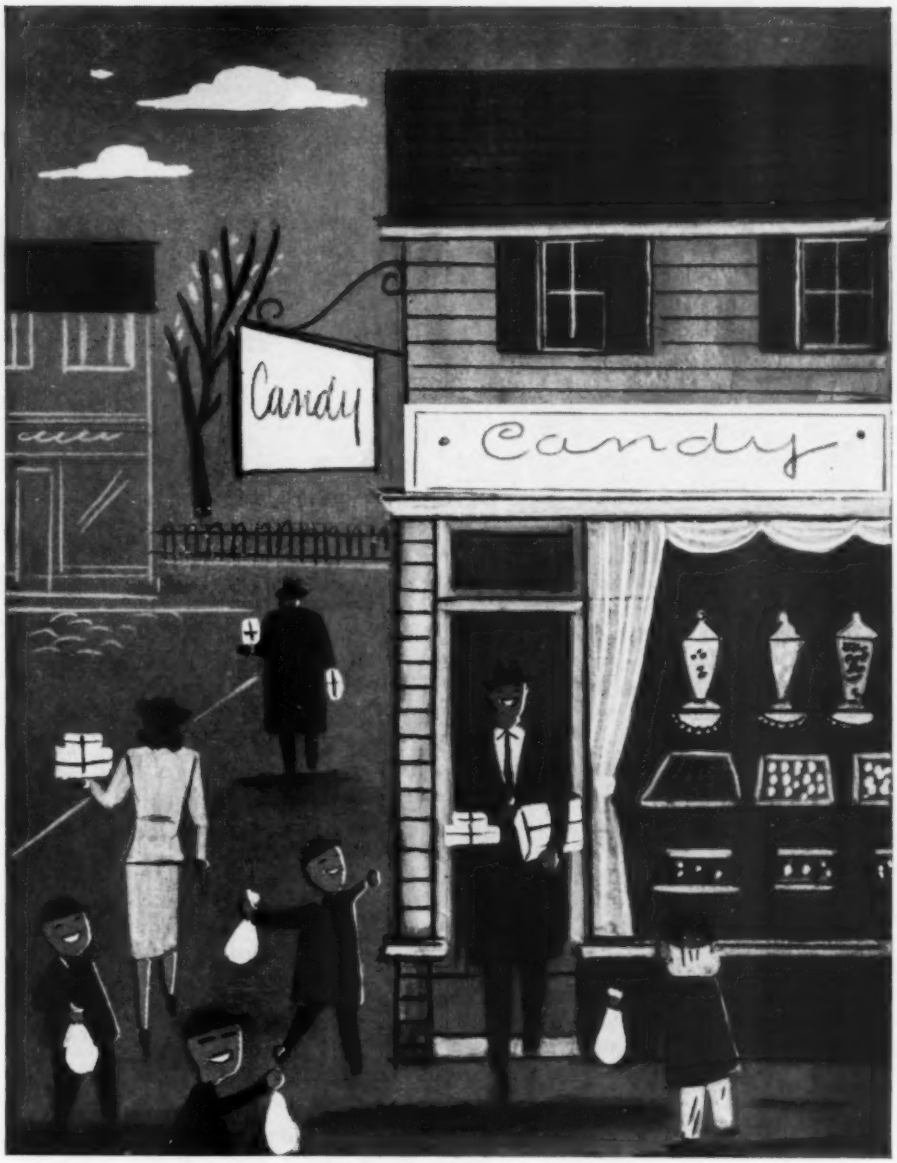
GEORGE H. COPPERS, president of National Biscuit Company, is the chairman of the Food, Confectionery and Dairy Committee Division Committee of American Industry for the National Fund for Medical Education.

This fund is attempting to raise enough money from industry to make up the deficits of the 79 medical schools of the country. The reason for this attempt is to relieve the schools from depending on the government for funds and thereby keep them from government control.

This is an activity that is exceptionally worthwhile for our industry to support. Checks should be made out to the National Fund for Medical Education and sent either to Mr. Coppers or to the Fund's Headquarters at 2 West 46th Street, New York 36, New York.

SORBITOL makes good candies BETTER

...a new wholesome food ingredient!



A *true* humectant, sorbitol provides many exclusive advantages for you . . .

- Sorbitol enables you to make high quality products that retain their softness and texture longer, even when your production for the seasonal trade must be made in advance.
- Sorbitol enables you to make week-end holdovers in starch molds.
- Sorbitol helps prevent breakage of pieces during manufacture and shipment.
- Sorbitol enables you to make uniformly fine grain whips and frappés that are lighter in body and have better eating qualities.

Sorbitol is a nutritive, functional food ingredient. Found naturally in many fruits, berries and plants, sorbitol is made by Atlas from refined cane, corn and beet sugars. Write for the new 22-page book "Sorbitol in Confections."

FOOD INDUSTRY DIVISION

ATLAS

CHEMICALS DEPARTMENT
ATLAS POWDER COMPANY
WILMINGTON 99, DELAWARE

ATLAS POWDER CO., CANADA, LTD.
BRANTFORD, CANADA

Letters to the "MC" Editors

Dear Sir:

We are having trouble with the centers in our cream batches turning rancid. We just use sugar, a small amount of glucose, and 30% to 36% sweet cream. They taste real good when they are fresh, but they turn in a short time. Can you tell us if there is something we can use to stop this?

Also can you give us a formula for making taffy to be pulled by hand with a hook on the wall.

JCF

There are several anti-oxidants on the market which when incorporated with your cream batches should retard or inhibit the development of rancidity. Among those are NDGA, BHA (Butylated hdroxyanisole), Brewers' Yeast, and oat flour.

The combination of 0.01% NDGA, 0.02% BHA, and citric acid in Propyleneglycol seems to give satisfaction in connection with animal fats. Brewers' Yeast shows considerable promise as an antioxidant. You might try this at a one or one and one-half percent level.

The addition of about one percent of glycerine to the cream batch should offer protection against the development of free fatty acides (hydrolytic rancidity).

NDGA is sold by Wm. J. Stange Company, 342 N. Western Avenue, Chicago 12, Illinois.

BHA is sold by Tennessee Eastman, Kingsport 30, Tennessee, and Universal Oil Products Company, 310 South Michigan Avenue, Chicago, Illinois. (In ordering, specify BHA in propylene glycol without Propyl gallate.)

Brewers' Dried Yeast is sold by Anheuser-Busch, Inc., 721 Pestalozzi Street, St. Louis 18, Missouri, and Yeast Sales Division, Joseph Schlitz Brewing Company, Milwaukee 1, Wisconsin.

A receipt for Chewing Taffy follows:

Granulated sugar	*20 lbs.*
Water	*4 lbs.*
Corn syrup	*20 lbs.*
Invert syrup	*8 lbs.*
Vegetable fat 86 to 96	*2 lbs.*
Salt	*2 ozs.*
Color and flavor	*to suit*

Place the sugar, water, corn syrup, and invert syrup in a kettle and heat to the boiling point. Wash down the sides of the kettle. Add the vegetable fat and cook to medium firm ball (254-262 F.). Pour the batch onto an oiled cooling slab, add the salt, and fold in the edges when partly cool. When sufficiently cool, pull well on the hook, adding color and flavor. Spin, cut and wrap in waxed paper or cellophane.

We welcome inquiries and try to be of service at all times to our subscribers and readers.

W. H. Childs
Technical Editor

Gentlemen:

Will you please let us know what is considered the best method in sanding Peanut Butter filled goods with cocoanut, so that the cocoanut sticks to the candy and does not fall off.

At present we are using a syrup combination and although this works it is not 100% satisfactory.

Awaiting an early reply, I remain

CCC

In reply to your inquiry of July 29th, regarding the sanding of candies with cocoanut, we might suggest the use of gum arabic solution.

A gelatin solution has been used for years as an adhesive for cocoanut work. Such a solution may consist of:

8 lbs.	*sugar*
4 lbs.	*corn syrup*
3 pts.	*water*
18 ozs.	*gelatin*

The sugar, corn syrup and water are heated to 245° F. The gelatin is soaked in cold water until soft and added to the cooked sugar syrup. Proportions may be varied to get the desired adhesive properties.

W. H. Childs
Technical Editor

Dear Sir:

Would appreciate your help on working out a fudge bar that would be appropriate for the wholesale trade.

Would plan to use this for the super market trade, so a minimum shelf would be sufficient.

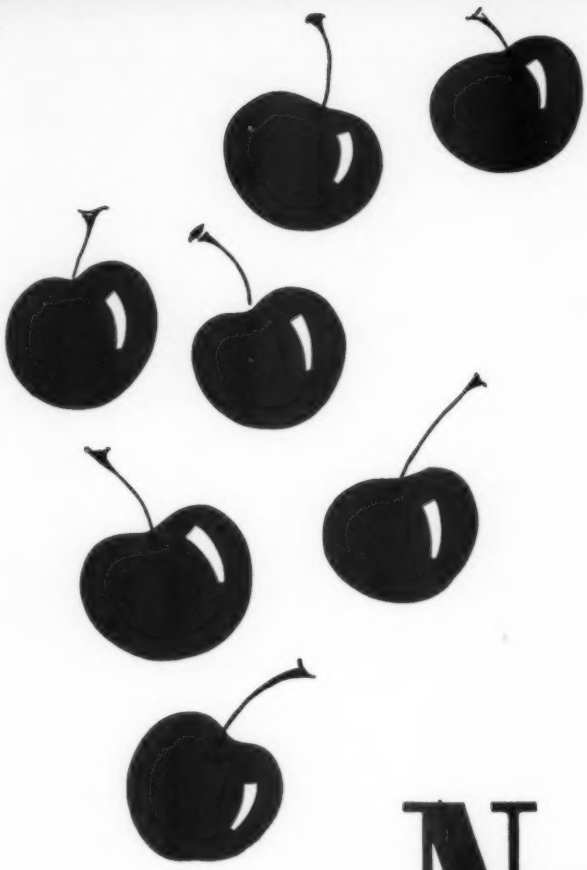
Would appreciate a formula and any information you have.

ACC

Possibly the following formula for a fudge bar will assist you in developing an item for the wholesale trade:

38 lbs. white sugar
5 lbs. "C" sugar No. 10
14 lbs. corn syrup
1½ gal. fresh skim milk
5 lbs. plastic butter 92

Cook to 242 degrees. Set off fire and add:



A little color adds a lot of appetite-appeal

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Wholesome foods and beverages become doubly pleasurable with just a tinge of color to emphasize inherent goodness. No other ingredient adds so much for so little ... in making good food more enjoyable.

Conscious of our responsibility to you and to your customers, we have always gone well beyond the minimum necessities of certification to make National Food Colors the industry's standard of excellence. These colors are distinguished for uniformity of pure-dye strength, shade and composition.

Fine foods deserve fine colors. To be sure, always specify National Food Colors.

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Dextrose
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types of
Quality
Confections

CLINTON FOODS INC.
Corn Processing Division
CLINTON, IOWA

Technical Service in connection with your specific problems is available upon request.

5 tablespoons salt (3¾ oz.)
1 oz. vanilla
1 oz. maple flavor
15 lbs. fondant
7 lbs. frappe

Fondant:
80 lbs. sugar
20 lbs. corn syrup
water

Frappe:
80 lbs. corn syrup
11 lbs. sugar
9 lbs. invert sugar

Bring to boil. Add
5 lbs. starch suspended in 2 gal. cold water

Cook to 230° F. Pour into beater. Beat until temperature is 160 or lower. Add
3 lbs. egg albumen dissolved in
2 qts. cold water

Beat until light and fluffy. Stir until batch is creamy. Pour onto oiled paper lined table or slab. Sprinkle pecan piece on top of batch. With a rolling pin, imbed pecans into fudge. When batch has set up, cut with fudge cutter knife. Next morning remove paper and wrap in moisture-proof cellulose wrapper.

If we can be of help to you in the future, do let us know.

W. H. Childs,
Technical Editor

Gentlemen:

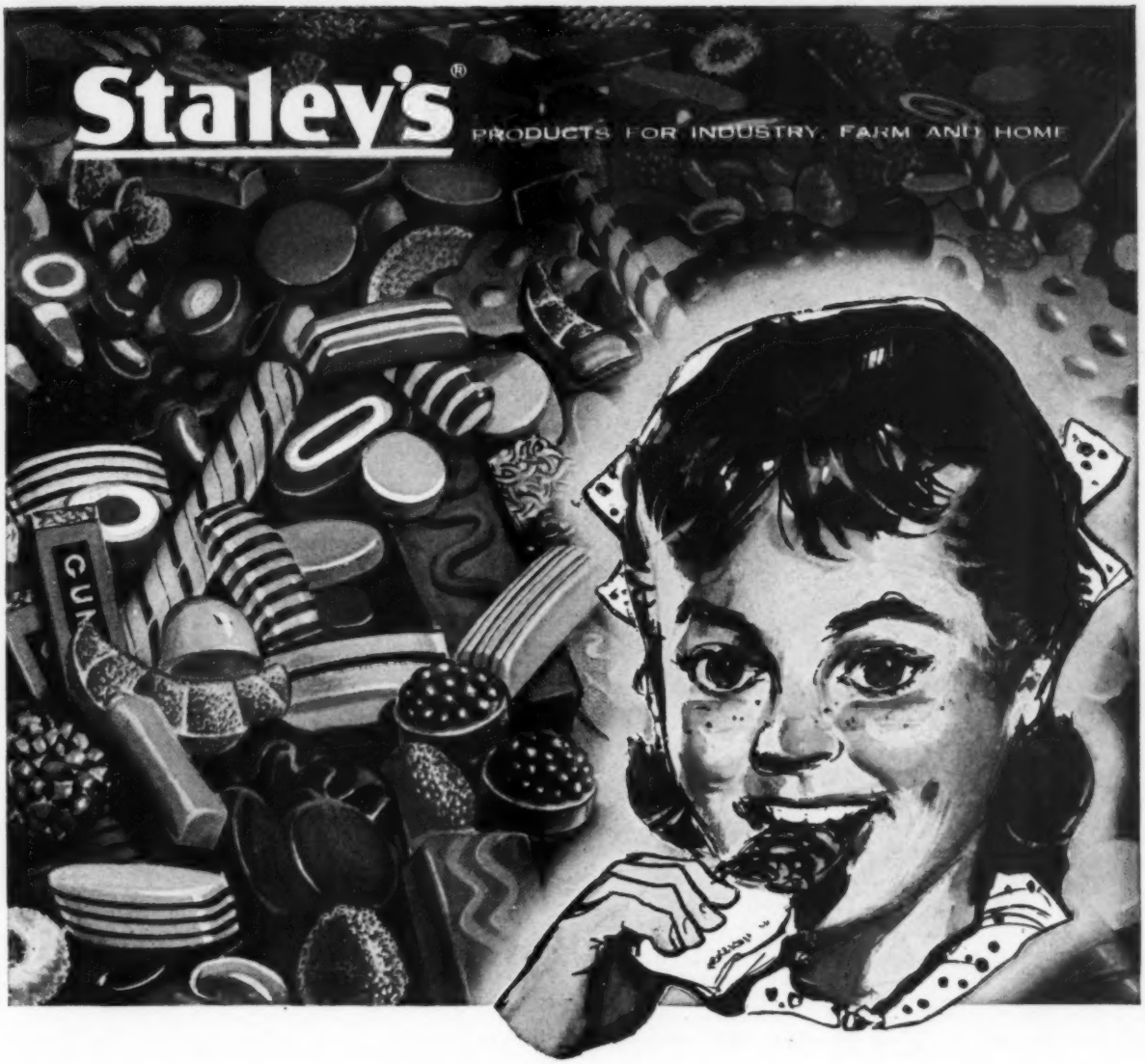
We are giving some thought to a reclaim and filter system to use for hard candy scrap, and I would thank you very much if you would advise me who manufacturers such a system. SHCC

To our knowledge, no manufacturer fabricates a unit for the reclaiming of hard candy scrap. However, the suppliers of activated carbon will offer many valuable suggestions and perhaps even present plant lay-outs for you.

Among the firms supplying activated carbon are: Darco Department, Atlas Powder Company, 60 East 42nd Street, New York 17, New York and Industrial Chemical Sales Division, West Virginia Pulp and Paper Company, 230 Park Avenue, New York 17, New York.

Now if we may assist you further in your new project, do let us know.

W. H. Childs
Technical Editor



How Staley puts perfection in confections

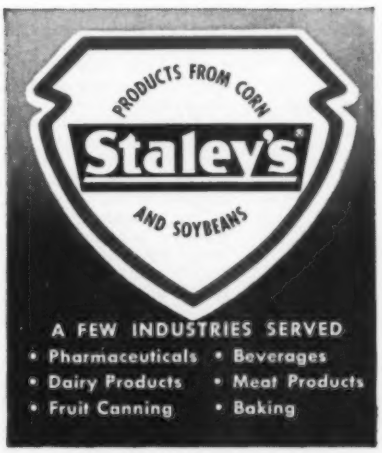
Staley Quality Syrups and Starches improve texture of candies . . . lengthen shelf life . . . add eye appeal

Sweetening the formula for volume candy sales is a vital part of Staley's role as a basic ingredient supplier. Staley's has pioneered, with its vast research facilities, dozens of special syrups and starches for confectionery use. These special ingredients help make the great variety of candies which contribute daily to the great vitality of our nation.

Whatever your business . . . from candy to canning . . . Staley research technicians welcome the chance to help solve your specific problems. Why not write today?

A. E. Staley Manufacturing Co., Decatur, Illinois

BRANCH OFFICES: ATLANTA • BOSTON • CHICAGO • CLEVELAND • KANSAS CITY • NEW YORK • PHILADELPHIA • SAN FRANCISCO • ST. LOUIS



For rich tasting, long lasting caramels at lower cost...

WHITE-STOKES SUPERKREME

SUPERKREME CARAMELS

This caramel formula with White-Stokes SUPERKREME was used in the laboratory tests described below.

Corn Syrup 10 lb. 22% Cream 1 gal.
Evaporated Milk 1 #10 can
Sugar 7 lb. Fat 3 lb. SUPERKREME 7 lb.

Test specifications called for cooking to 240° F., or to a 13% moisture content in finished candy.

Note these results:

REGULAR BATCH: YIELD 31.4 LBS.
INGREDIENT COST $10.94
SUPERKREME BATCH: YIELD 33.4 LBS.
INGREDIENT COST 7.98
SAVING $ 2.96

Sam Handy, the White-Stokes candy man, says: "Using this formula, you'll get a high quality caramel mix with a rich, delicious flavor. Superkreme caramels retain their freshness even over prolonged periods of time. And, best of all, you save as much as 31% on the cost of ingredients when you use Superkreme."

Actual laboratory tests prove that you can reduce time, labor and ingredient costs, yet retain high quality and even improve caramel flavor by using White-Stokes Superkreme.

Tests were based on a standard, high quality caramel recipe, one batch using a large percentage of 22% cream, the other batch using low-cost Superkreme in place of much of the expensive cream.

Added savings in time and labor costs were shown by the Superkreme batch because it required less cooking time.

Individual taste tests indicated a majority preference in favor of the candy made with White-Stokes SUPERKREME.

HAVE A CANDY-MAKING DEMONSTRATION IN YOUR PLANT

Sam Handy, the White-Stokes candy man, is available for a limited number of in-plant candy-making demonstrations. If you would like to have him give a demonstration in your plant, write for available dates.

Taste-test Superkreme caramels and prove to yourself that they do have improved flavor, richness and quality. We will send you a few sample pieces of caramels made from the recipe given in this ad.

WS White-Stokes COMPANY

FACTORY: 3609 South Jasper Place, Chicago 9, Illinois • EASTERN WAREHOUSE: 360 Furman St., Brooklyn 2, N. Y.

DOW

it's Saran film

. . . ADDED PROTECTION

Impressive sales increase followed when entire line of Heller packaged candy switched to Saran Film packaging

Here's what Mr. John Heller, President of the Heller Company, says about his packaging switch to saran film:

"In order to assure Heller fine candies reaching our customers in all their original freshness and flavor, we have elected to use the one packaging film we know will maintain these qualities—saran film, manufactured by The Dow Chemical Company. Our sales increase more than justified our switch to saran film."

Fast turnover is sure to follow when candy is given the extra protection . . . extra sales appeal of sparkling saran film packaging. It's tough and pliable . . . it's moisture-proof . . . prevents blocking and keeps freshness and flavor intact. And it's crystal-clear . . . for appetizing display. See how saran film packaging can boost candy sales for you, too! THE DOW CHEMICAL COMPANY, Midland, Michigan. Plastics Sales PL587G.

SEE SARAN WRAP ON TV!

The same protective food wrap for household use. We're showing millions of homemakers every week how leading food brands rely on its protection. See it Monday nights on Medic . . . and on Today, starring Dave Garroway, NBC-TV.

you can depend on DOW PLASTICS

DOW

THE YEAR'S MOST IMPORTANT PROMOTIONAL OPPORTUNITY FOR CANDY MANUFACTURERS

THE CANDY BUYERS' DIRECTORY

WHAT THE DIRECTORY IS

The Candy Buyers' Directory is the only published reference guide to all wholesale candy manufacturers that is available to the professional candy buyer.

1. The first section contains an alphabetical list of all wholesale candy manufacturers, their addresses, the name of their salesmanager and a cross index to confectionery lines offered.
2. The second section is a complete product classification of all candy manufacturers, broken down into more than 65 general types of candy.
3. The third section is the trade name directory listing several hundred trade names used by candy manufacturers for their products.
4. The fourth section is the Directory of Candy Brokers. Here complete information on most of the well-known candy brokers is available.

WHERE THE DIRECTORY GOES

The Candy Buyers' Directory is *the* reference guide for more than 8,000 professional candy buyers, who buy for:

Candy & Tobacco Wholesalers

Wholesale Grocers

Drug Wholesalers

Food Chains

Chain Drugs

Variety Chains

Department Stores

Vending Operators

Theatre Operators

These firms channel candy into over 1,000,000 retail outlets . . . operate over 25,000 trucks . . . maintain over 2,700 refrigerated warehouses . . . do business in all 48 states.

In The Candy Buyers' Directory the Advertiser *gets all the breaks!*

1. Placing of his advertisement next to the listing of his product.

2. Listing all of his local representatives' names and addresses after his alphabetical listing.

3. Listing of all his product trade names in the Brand Name Directory.

4. His firm name in bold face type wherever it appears in the product classifications.

5. Complete "year' long" reference value to over 8,000 Professional Candy Buyers in their own handy buying guide book.

6. Coverage of all these Candy Buyers at only 1.7c per buyer for a full page, the lowest possible cost with the longest "life" on the buyers desk.

increase your candy sales

use OK BRAND confectioner's corn syrup

You experts know that repeat candy sales depend largely on taste and texture . . . and the quality of taste and texture in candy depends on ingredients. OK BRAND Confectioner's Corn Syrup gives your candy extra-good taste and texture — and at no extra cost. That's why so many leading confectioners choose OK BRAND.

Tank wagon or tank car delivery a problem? Then use OK BRAND DRI-SWEET *(Corn Syrup Solids).*

ESTABLISHED IN 1881

THE HUBINGER COMPANY

KEOKUK, IOWA

New York • Chicago • Los Angeles • Boston • Charlotte

Try these other famous products for confectioners:

- OK BRAND Thin Boiling Starches
- OK BRAND Molding Starches

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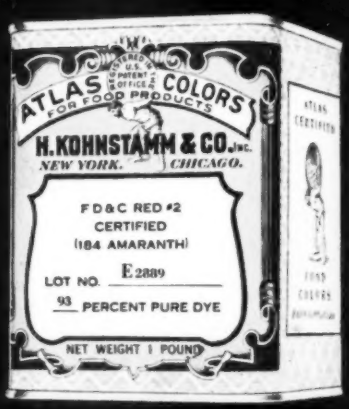

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THE FLAVOR OF CHOCOLATE

by J. Koch

It APPEARS to be a fairly safe assumption that the two characteristics which most completely define chocolate in the eyes of the public are its flavor and its texture; secondary features are certainly color and gloss, but these may still be reproducible on a poor sample without in any way restoring its acceptability if the texture or flavor is wrong. The texture of a chocolate is essentially controlled by purely physical characteristics—especially the fineness of grinding, the proportion of fat in the formula and the melting points of the constituent fats. The content of water soluble matter (sugar) or, occasionally, the formation of a structure along which moisture can diffuse may also be secondary factors of some importance, since chocolate is partially melted and partially mashed up with watery juices in the normal course of eating.

Flavor also is conditioned to some extent by physical circumstances; a high total content of fat, or the presence of a low melting fat, can deaden the effect of flavoring matters, since fat may encase the flavoring particles and prevent their being fully assimilated by the taste organs of the mouth or throat. The presence or absence of fat does not appear to cause any particular discrimination between flavors, however; the flavor of a low fat content chocolate is generally stronger than that of a high fat content one, but bad or undesirable flavors are enhanced in a low fat content chocolate no less than the more desirable flavors. The converse is also true—one can get away with poor flavored ingredients or poor processing very much more easily if the end product has a high fat content rather than a low one. It is also very plain that an important part of the chocolate flavor is fat soluble, since a white chocolate, which contains cocoa butter but no cocoa solids, develops a marked chocolate flavor. Pure cocoa butter may appear nearly tasteless, but this is evidently an illusion, due probably to its near 100 percent fat content; the mechanism of the flavor development in a white chocolate is probably that the sugar 'draws' the flavor out of the fat and holds it in a form in which it is more readily accessible to the tongue. Mixing a fat with sugar and storing it for a while before tasting is certainly a useful technique if one is attempting to pin-point the flavor effects due to a particular sample of fat.

This problem of fats and their flavors is very relevant to today's needs, when the substitution of cocoa butter is a factor of such economic importance. In the first place, removal of all or part of the cocoa butter from a chocolate results in a withdrawal of desirable flavoring matter and it is necessary to consider whether the residual flavoring matters in the cocoa solids can be sharpened sufficiently to make good the loss; in the second place, the addition of a foreign fat must necessarily result in a dilution of such flavorings as are left in the chocolate and may well even result in the introduction of foreign flavors which compete against them.

It is no use contending that the problems raised by fat substitution have yet been completely solved;

it is all too clear that they have not been, and the purpose of this article can only be to suggest lines along which progress may be made. As has already been intimated, a low total fat content will usually have some 'sharpening' effect on the flavor, though it will be of no avail for discriminating against bad flavors. Further 'sharpening' can possibly be effected with the aid of a small proportion of one or more of the protein hydrolysates, such as the glutamates which are used so successfully in other food industries. Unfortunately I have no direct experience of their effects on cocoa-like flavors but the field is a wide one and doubtless individual manufacturing chemists will be able to turn out compounds which are capable of intensifying desired portions of the cocoa flavor. Even with the help of protein hydrolysates, however, it seems probable that a low total fat content will still be advantageous; to preserve a suitable texture, it is then essential that the mixes should be both intensively processed and also moulded into thin sections, which in its turn makes heavy demands on the shaking equipment of moulding plants.

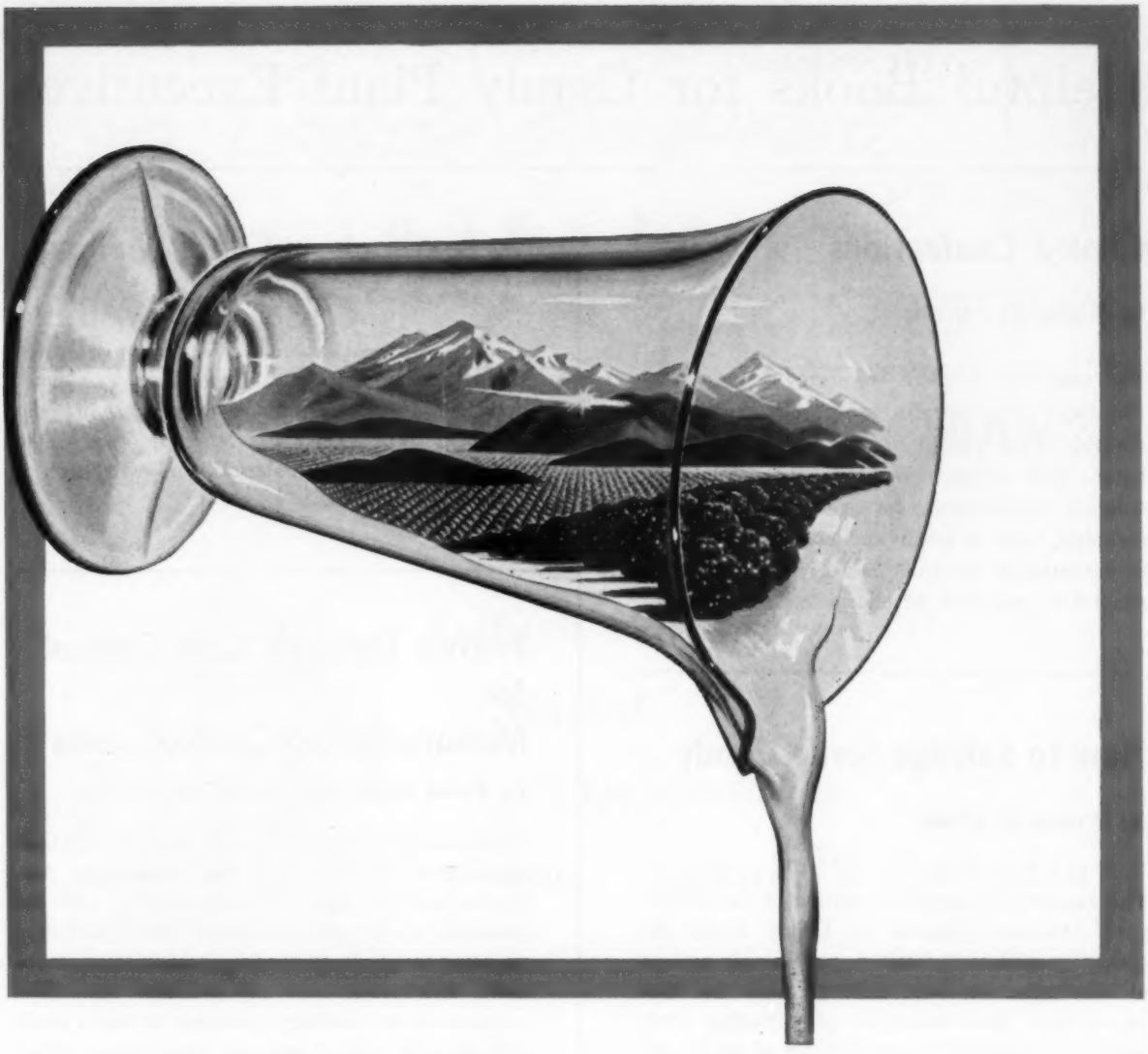
Up to a point, cocoa flavors can be intensified by high roasting of the beans but it is also easily observed that the flavor of a very high roasted cocoa tends to stale much more rapidly than that of a lower roasted one, so that this policy is unlikely to be a very great help in the long run. Effective flavor development by means of conche treatment of substitute fat mixes is seldom very practicable, owing to the general susceptibility of most of these fats to rancidity. Where the aim is blending of a substitute fat with cocoa butter, however, there is every reason to conche the cocoa butter portion as completely as possible and only to add the balance of substitute fat on the completion of conching. There is a comparatively new flavor development treatment which offers distinct promise, however, and that is the ultrasonic conche, with which flavor development reactions are claimed to be enormously speeded without prolonged exposure of the cocoa to either heat or air treatment. An industrial model of the ultrasonic conche is now available in Switzerland, and at least there would seem to be merit in testing it out on flavor development problems of the type which are being reviewed here.

The general impression given by an examination of existing and past compound coatings is that mere accentuation of the original cocoa flavorings will never produce the quality chocolate of the future, for which we are all looking. The flavor of the low fat content cocoa powders which have to be used in this type of compound appears to be fundamentally different from that of normally processed chocolates. There remains the possibility that the flavoring industry will be able to provide substitutes for the flavor which was removed with the cocoa butter; up to a point, it is obvious that they can, especially when they set about devising fortifiers of flavor, rather than complete cocoa substitutes. All the 'complete substitutes' I have ever seen were reminiscent of low fat content cocoa powders—rather flat and dull—but traces of rather less obvious spicy and aromatic flavorings are often surprisingly effective in livening up the flavor of a particular compound. A list of such flavors would certainly include vanilla, cinnamon, balsam, caraway, clove, coriander, almond and coffee; blending is almost certainly desirable, and no single flavor should be used in such concentration that its origin is readily detectable. To work through the possible combinations may appear a hopeless task, but research workers may like to consider the suggestion that ideal blends can be expected to conform, at least approximately, to the proportions of a constant boiling mixture.

I think it is obvious, however, that all the suggestions so far put forward are negative in their approach to the subject; they are attempting to put something back into the chocolate which has been lost, and this is hardly likely to be the royal road to progress. Also, if we persist in pushing the compound coating based on low fat content cocoa powder, we shall in all probability end up with a confection in which the cocoa powder proves to be a superfluous item; we shall simply have a new sweetmeat, probably inferior to real chocolate, and probably just as dependent on a single tropical crop. From all points of view, it would seem desirable that the chocolate type confection of the future should be a blend of cocoa with some other crop, preferably in reasonably flexible proportions, so that the industry has some defense against a raw materials market which is all too susceptible to manipulation by the forces of nature, aided and abetted by old-fashioned speculators or new-fangled power politicians.

There is already a whole group of fats which will blend with cocoa butter without undue trouble from bloom or other texture troubles (Borneo Tallow and allied fats, such as Mowrah, Shea, etc.); there is also every reason to suppose that the fat refiners will eventually be able to produce 'blendable' fats of rather less specialized origin and at scarcely higher prices than the simpler hardened fats which today are only suitable for use in very low cocoa butter formulas. Flavor remains the real problem, in either case, but it is perhaps worth recalling that if cocoa growers and chocolate makers treated cocoa beans in the same fashion that fat refiners treat their tropical oilseeds, there would be no flavor problem at all—nor would there be any chocolate such as we know it, but only another raw material for soap making. Neither coffee nor cocoa are easily recognizable in the raw by their attractive flavors, which are first developed in the fermentation or 'curing' processes to which they are subjected after harvesting and which are subsequently further refined and developed by the roasting and conching techniques of the final processor. Even animals are often said to prefer well made hay to fresh grass, and hay is a grass which has developed new flavors as a result of a 'curing' process. Surely, then, the positive approach to the subject must be flavor development of the original tropical fruits by a process of fermentation, curing or roasting, so as to create a positive and acceptable flavor in their fats, rather than one which has to be dealt with by powerful de-odorising and de-naturing techniques?

—The end



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Helpful Books for Candy Plant Executives

Choice Confections

by Walter Richmond

This new book contains 365 formulas for making two batch sizes, one for hand work and one for machine work. There are instructions for each batch, with suggestions as to the methods of coloring and flavoring for variety. A glossary is included, both of candy and chemical terms. All of the formulas are cross indexed, and a complete chapter is presented on chocolate.

How to Salvage Scrap Candy

by Wesley H. Childs

This booklet is a complete revision of the author's work "Modern Methods of Candy Scrap Recovery" published in 1943. A considerable amount of information has been collected since that time on methods and techniques of salvaging scrap candy. This booklet covers all types of candy, and gives many practical and economical ways of converting scrap candy into a useful form for re-use.

A Textbook on Candy Making

by Alfred E. Leighton

Here is a textbook where the reader can learn the basic fundamentals of candy making, the "how" and "why" of the various operations in non-technical terms. Particular attention is given to the function of raw materials, and why each is included in a formula.

Profits Through Cost Control for Manufacturing Confectioners

by Frank Buese and Eric Weissenburger

This booklet is a compilation of five articles which appeared in The Manufacturing Confectioner during the last two years. This material deals with the problems of cost control in candy plants, including planning for profit, controlling material costs, labor costs, distribution costs and overhead costs. The emphasis is on planning operations so that a profit will be made, and in detecting those factors which will adversely affect profit before they can seriously cut the planned profit.

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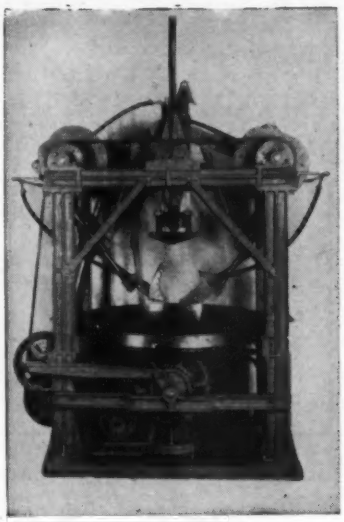

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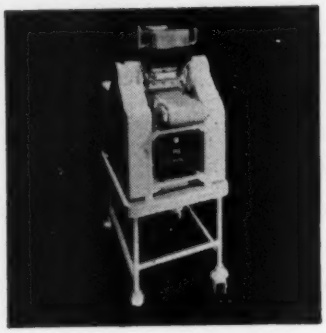

or shape—creams, mints or chocolate patties, cocoanut kisses, pralines, mounds, or bars, maple moulded creams, gum drops, marshmallow or nougat pieces, chocolate bars, kisses, miniature and large bits, stars, leafs, wafers, nonpareils, etc. Deposits can be made in all types of molds, foil or paper cups, or direct on trays, plaques or belts.

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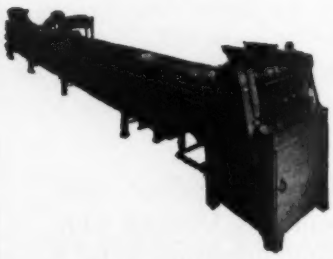

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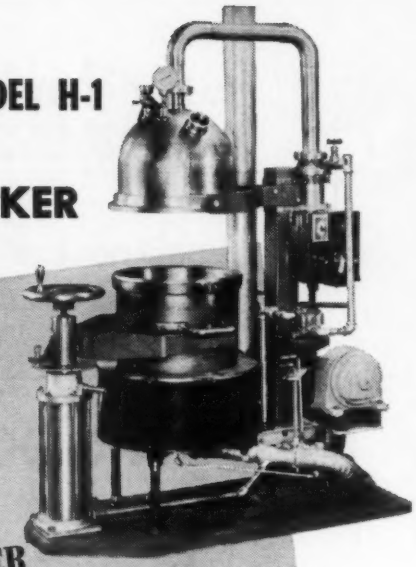

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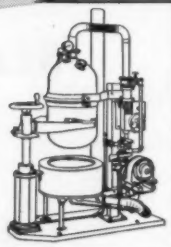
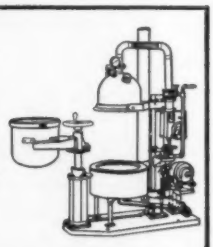


Arm swings out. Kettle can be tilted or removed. Batch removal is greatly simplified.



Never before has handling batches been so easy! Imagine, only one man is all it takes to handle the complete operation including raising the kettle to vacuum position and removing the batch. That's because the Simplex Model H-1 eliminates the hard work with the exclusive hydraulic lift and mechanical kettle tilter. Saves on labor — makes working conditions much easier!

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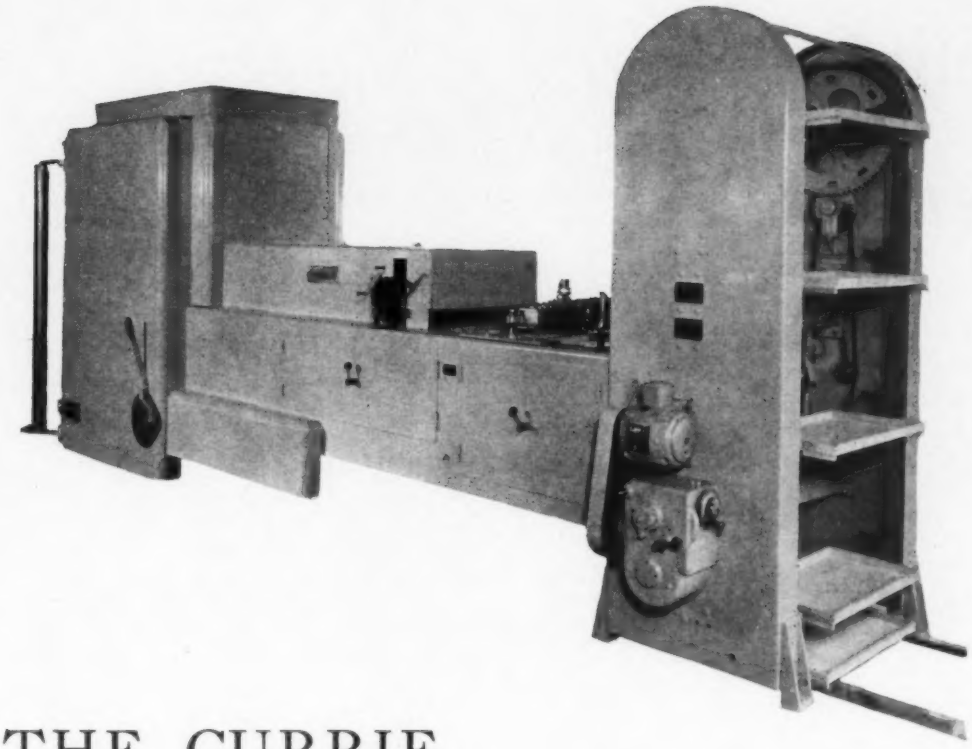

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Technical Literature

Peanut Butter v. The Effect of Processing and Storage of Peanut Butters on the Stabilities of Their Oils

R. W. Willich, N. J. Morris and A. F. Freeman, Food Technology, Vol. 8, No. 2 (1954)—The stability of peanut butter oils toward autoxidative rancidity was found to be quite high at time of manufacture and to remain satisfactorily high (although reduced) even after 2 years of storage at 80° F. in the dark. Neither the extent of roasting accorded the peanuts nor the incorporation of salt or salt and hydrogenated peanut oil at levels not over 1.5% was found to have much effect on the stability of the peanut butter oils.

Elements of Food Engineering, Volume 2

Milton E. Parker, E. H. Harvey and E. S. Stateler, vi plus 360 pages, illustrated, Reinhold Publishing Corp., 1954, price $8.50.

The food industry is very complex. Hence, it is not practical to discuss the unit operations of food engineering for every product. The authors have selected typical examples for consideration. Little mention is made of the confectionery industry but much information given is applicable to it.

This book is divided into three general sections dealing with raw materials – Assembly, Preparation and Conversion. Unit handling—conveyors and belts for solids, pumps for liquids—should interest the efficiency minded. Pumping is discussed at some length. It is essential to know the factors which govern the selection of a specific pump. The subject of mixing—liquids, solids with liquids or vice versa—has been too often neglected. Informative cuts help to enlighten this important operation.

Heat exchange is becoming more familiar to the candy production man and seems destined to be more common in the future. See *Cooking Starch Jellies by a Continuous Method*, THE MANUFACTURING CONFECTIONER, Vol. 32, No. 8 (August 1952). The discussion on Heat is well-done and will be found helpful by the man desiring to investigate "new" features for his plant.

Direct reference to confectionery occurs in Section 2, and refers to the preparation of chocolate—grinding, melangeuring, conching and refining—one page, only. We might wish more elaborate treatment of the confectionery industry operations but the candy student can gain much from a study of

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CASE 1102*.. *Solutions to BELT Problems*

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It immediately became obvious that the compound coating which the bar manufacturer was using was *not* basically responsible for his difficulties. As soon as production started with the VOSS KLEER-GLOSS Belt, the dingy and unappetizing appearance of the bar bottoms cleared up, and, in fact, the bars looked better than they had ever done in the past. After several months of constant use the VOSS Belt is still in excellent condition, without any evidence of curling or cracking; it is as easy to keep perfectly clean as when it was installed; and the candy continues to come through with glossy, eye-appealing bottoms.

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This is a strictly factual report. Name of plant involved is available on request.

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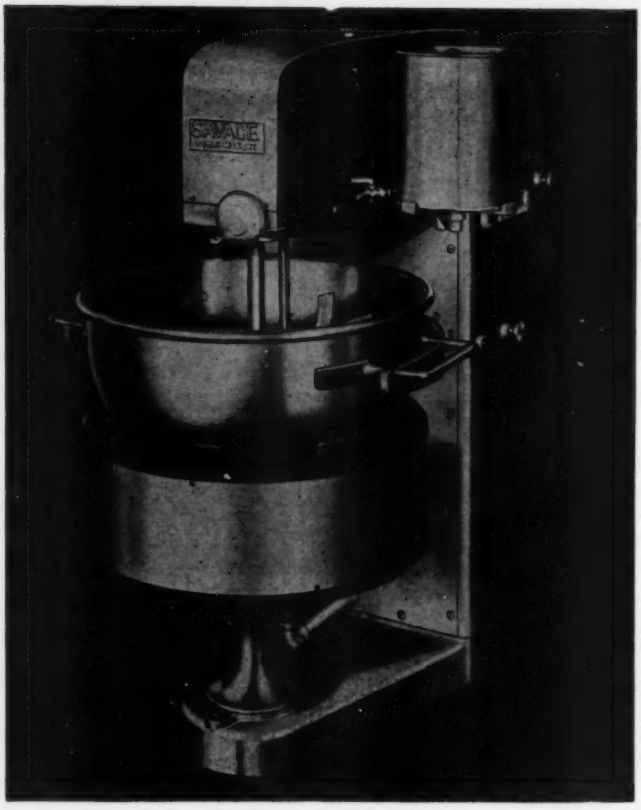

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this book. Knowledge gained from allied industries may often be applied to candy: this book offers a number of ideas to the one who seeks them.

Volume 1 was reviewed in THE MANUFACTURING CONFECTIONER, Vol. 33, No. 5 (May 1953).

Sales Forecasting

Oscar R. Goodman, University of Wisconsin, School of Commerce, Bureau of Business Research and Service, Madison, Wisconsin. May 1954, 149 pages, price $1.15.

This volume follows a case study approach. The methods of ten firms are analyzed, six in manufacturing and four in trade fields. The analysis refers to the various procedures followed in the ten cases studied under three basic concepts: analysis of sales, that is, classifying sales on such bases as type of product, sales territory, type of customer, channels of distribution, and seasonality; comparatives, the interacting forces making sales volume and assuming past relations will continue in the future; and fluidity or flexibility, modifying sales forecasts in light of changing conditions or situations and the appearance of new factors which may alter previous experience. Discussion is supplemented by chapters on statistical tools and the forecasting procedure.

Getting Down To Cases

The National Wholesale Druggists' Association, 330 West 42nd Street, New York 36, New York, 12 pages free.

This booklet has been published in the interest of standardization of case marking. Though physical handling of goods has been reduced to bare minimum, a case of merchandise must still be checked and tallied at least 12 times between the point where it rolls off the manufacturer's production line and when it is placed on the retail druggist's shelf. Easy to read, well marked cases can help considerably in reducing the handling cost of each of these steps. Some do's and don'ts are outlined in this booklet and a check list is included so that a manufacturer can determine whether or not all of the necessary data is included on his shipping cases.

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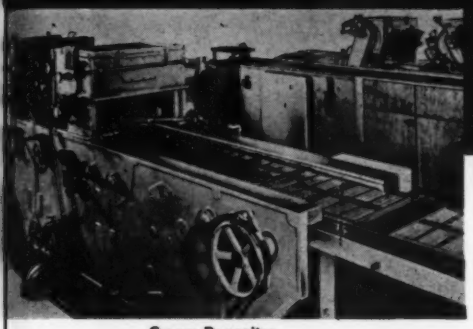
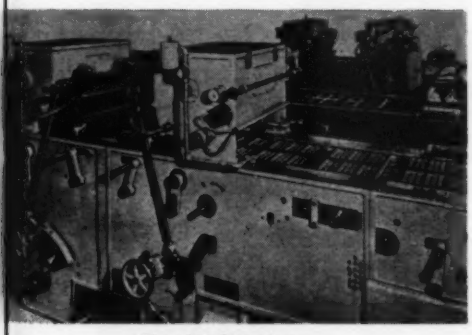
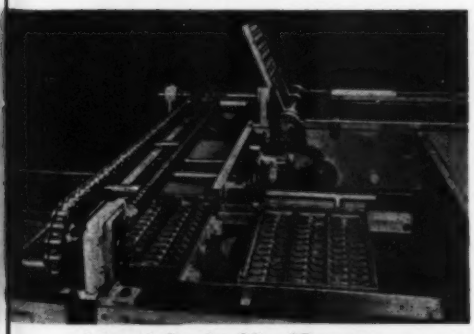


Cream Depositor



Chocolate Depositor



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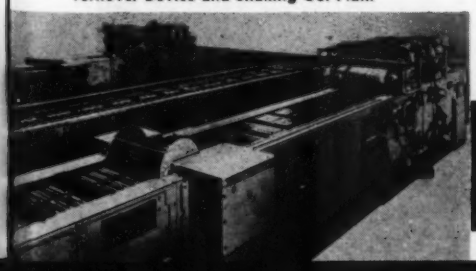

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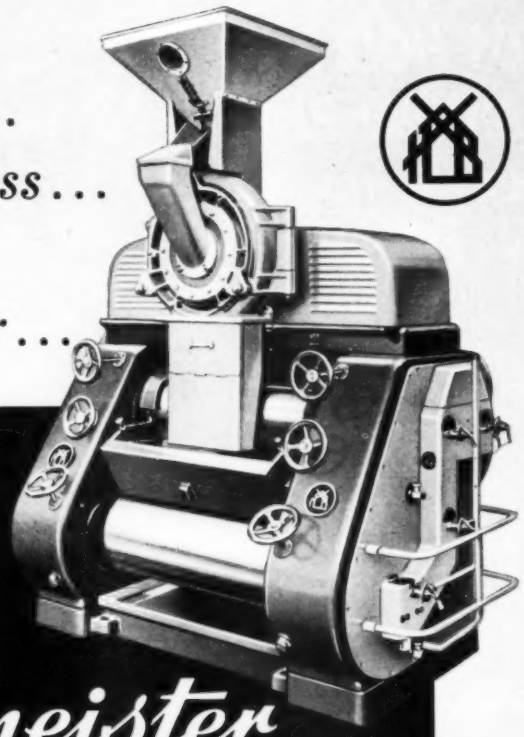

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THE VISCOSITY OF COOKED CONFECTIONS AND ITS PRACTICAL SIGNIFICANCE

ARNE R. GUDHEIM, *Consultant, The Kontro Company, Petersham, Massachusetts*

AS BROUGHT OUT in a previous article entitled, "A Simple Procedure for Determining Cook Temperatures with Vacuum, In Open Kettles, and Under Pressure," confectionery processing will unquestionably become more and more mechanized in the future, and this will result in not only a general improvement of the quality, but also in the economic situation—principally as a result of decreased labor requirements. These advancements will include such features as completely automatic blending, cooking, cooling, and aeration when desired.

In order to engineer equipment properly for such purposes, however, one must have a clear understanding of, and data relative to, the influence of temperature on viscosity (firmness) at various points in the process as well as the effect of vacuum (reduced pressure) on the final cook temperature. This information is essential in such operations where much lower final cook temperatures are generally employed as a consequence of the vacuum.

As a pump is usually required between each processing step, viscosity data are necessary in their selection as well as in the electric motors to drive the various components. In addition, with such data one can often engineer a more economical installation by designing in such a manner so as to take full advantage of a minimum cook temperature compatible to the viscosity a pump can handle safely, thereby easing the burden on the more expensive continuous cooler. In connection with the latter, however, one also has to check the possible influence on the "graining" requirements.

This kind of data do not seem to be available in the literature or generally elsewhere, and indeed, when cooking the same formula batch-wise in small kettles and cooling on stationary tables, they are not needed. It is the purpose of this paper to give some candy viscosity test results as well as to describe a procedure for determining such data when required for specific confectionery purposes.

Viscosity—Definition

Perhaps before doing this, however, it might be well to define or describe viscosity, especially as relatively few candy technicians seem to have had to concern themselves with this factor in the past.

In its simplest terms, viscosity may be defined in this case as the resistance of the confectionery product to flow, or deformation as, for example, during pumping. All liquids and most stiff materials possess a definite resistance to change in form and many so-called solids show a gradual yielding to forces tending to change their form. The physical chemist terms this characteristic or property "viscosity" and without going into detail, it is expressed in dyne-seconds per centimeter square, or poises. The most general term employed in commercial work, however, is the centipoise, or 1/100 of a poise, and this

will be used in all the viscosity data given in this paper.

This characteristic, for example, is a measure of the power required to drive the agitator in a kettle containing candy stock as well as the size of the motor needed to turn the rotor in a continuous cooker. With viscosity data, one can calculate the size and kinds of pumps to be used at each processing step as well as the rate at which these should be driven and their horsepower requirements. Perhaps more important, however, is the fact that it permits one to calculate the lowest temperature to which the stock can be cooled and still expect to handle it in pipe lines by means of a pump.

Non-Newtonian and Thixotropic Viscosity Properties

The matter is not as straight-forward as it might first seem, unfortunately, because most cooked candies exhibit what is termed "non-Newtonian" viscosity properties. By this is meant the unit or apparent viscosity decreases with increasing shear rates; that is, with higher agitation and pumping speeds. This means that under certain conditions, more efficient agitation and pumping can be obtained at higher speeds with decreased total power requirements than can be secured at lower rates. It further means that more effective cooking can often be secured with higher cooker rotor speeds and that some candies might be pumped at the higher speeds which might otherwise "set up" in slower turning pumps.

In addition, and as indicated by the results for run 2 in graph 8, materials of the non-grainy type seem to set up rapidly with respect to temperature and without any time lag during cooling. This is indicated by the perfect agreement (within experimental error) in the viscosity-temperature results shown in this graph during the table cooling immediately after cooking and when this same stock was heated up after standing several days at room temperature.

It does not follow, however, that this would be the case with products developing graining during cooling or standing but instead, they would probably have a higher viscosity value after aging. Such differences might be employed as indications of the degree of graining and prove useful in this respect.

Some materials exhibit so-called "thixotropic" viscosity properties. By this is meant they require time —even days—to return to their equilibrium or normal viscosities (consistencies) after being subjected to increased agitation or shear. Fortunately, this does not seem to be the case with confectionery products—at least, those exhibiting little or no graining. For example, the viscosity or consistency of a caramel formula was just the same immediately after passing through a pump on the way to a continuous cooler as prior to passing into the pump, and the stock seemed to set up just as fast afterwards.

The property of quickly exhibiting their former viscosities after agitation was repeatedly evidenced by the check results obtained with the Brookfield viscometer described later on at lower shear rates immediately after subjecting various samples to higher shear rates or r.p.m.'s.

Viscosity—Determination

Not so long ago, it was an extremely difficult undertaking to determine the viscosity of cooked candy stocks because of the comparatively high temperatures involved and the length of time required as a result of their very stiff nature. Comparatively re-

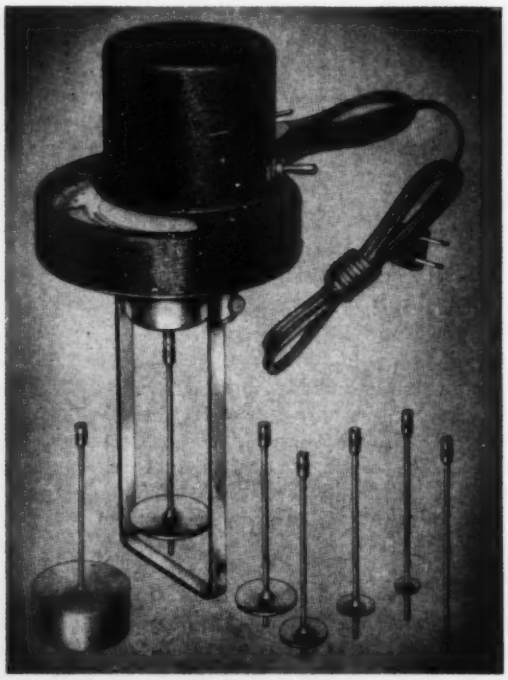


Figure 1

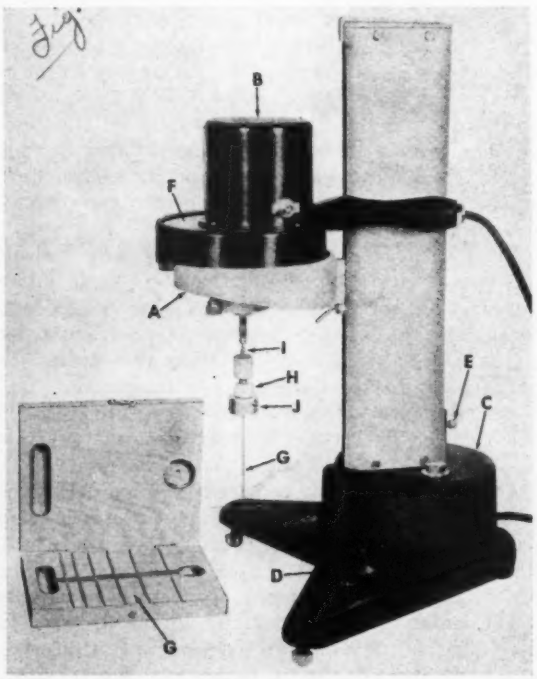


Figure 2

cently, however, a rather simple instrument known as the Brookfield Synchro-Lectric viscometer was introduced, with which it is feasible to make determinations of this sort in only minutes.

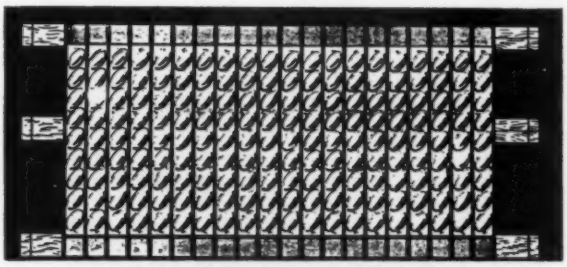
Such a unit with a set of the spindles (numbered 1 through 7) normally employed therewith is shown in Figure 1 and its usefulness with viscous candy stocks has recently been extended by the introduction by Brookfield of the Helipath stand with special cross spindles (labeled T-A through T-F) as illustrated in Figure 2.

When employing one of the normal spindles (1-7) such as those shown in Figure 1 with very high viscosity candy stocks, the spindle, so-to-speak, cuts a hole for itself in the material and after this has been done, the viscosity reading decreases even though the r.p.m. or rate of shear be kept constant. It is undoubtedly obvious why this occurs but with the Helipath stand, the instrument and special cross spindles are uniformly lowered into the stock so as always to cut a new path. This is, of course, not a requirement when the viscosity of the candy is such as to permit the stock to fill the cut void immediately.

Brookfield Viscosity Procedures

Very briefly and with candy stocks not expected to exceed 1,000,000 centipoises, one of the spindles shown in Figure 1 (1-7) is selected and screwed into the viscometer shaft. Usually, the spindle is chosen so that the average reading will come about midway on the scale. The instrument is then lowered by means of a stand or by hand into the material to the proper mark on the spindle and readings observed at one or more speeds or shear rates. Care must be exercised to maintain the instrument level as indicated by the leveling bubble.

The use of more than one r.p.m. permits the determination of non-Newtonian properties as well as thixotropic characteristics when the latter exist, and the shift from one speed to another can be made in only seconds, so a whole set of values can be obtained in a few minutes. During the determinations, however, it is necessary to control the temperature quite close or to compensate for any change in this. In the case of candy stocks, the author has found it expedient to heat up the spindle a bit prior to the test



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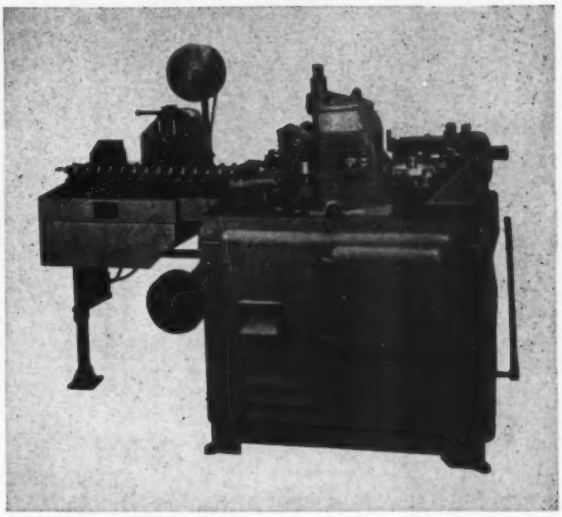

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to prevent material from adhering thereto and to make the readings at the higher r.p.m. first, followed by the next highest speed, and so on, down to the lowest r.p.m.

Much the same procedure is employed in the case of cross spindles labeled T-A through T-F. With very viscous products, however, it is best to use the Helipath stand and for this purpose, a sample several inches in depth should be available as this apparatus lowers the viscometer with spindles about one inch per minute.

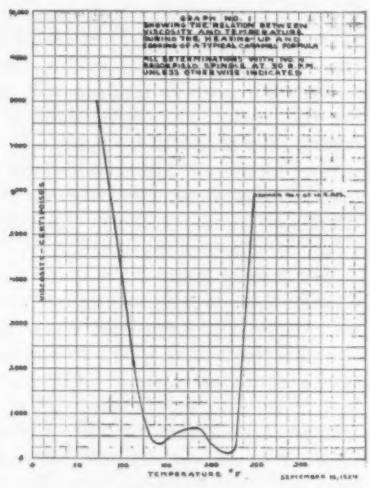
In general, equilibrium values even with comparatively firm stocks are obtained in only a few seconds.

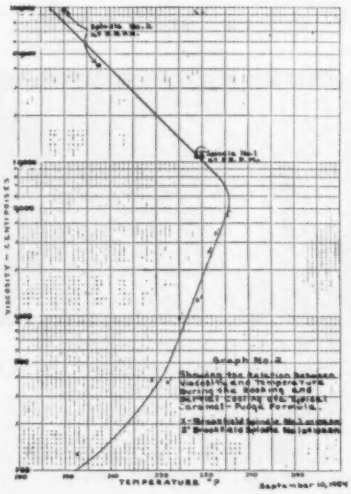
Experimental Data

Viscosity During Heating Up and Cooking

Graph 1 shows the viscosity of a typical caramel pre-mix with respect to temperature during the heating up and open kettle cooking.* It may be observed, and as to be expected, the viscosity decreases rapidly from about 75° F. to 200° F. and that from this point on, it increases perceptibly. No explanation is offered for the change in the graph between about 150° F. and 200° F., but this same phenomenon was observed in all similar cases by the author.* One might specu-

graph 1


GRAPH NO. 1
SHOWING THE RELATION BETWEEN VISCOSITY AND TEMPERATURE DURING THE HEATING UP AND COOKING OF A TYPICAL CARAMEL FORMULA
ALL DETERMINATIONS WITH NO. 1 BROOKFIELD SPINDLE AT 30 R.P.M. UNLESS OTHERWISE INDICATED
VISCOSITY - CENTIPOISES
TEMPERATURE °F.



graph 2

late it signifies the beginning of some chemical change within the formula—perhaps caramelization.

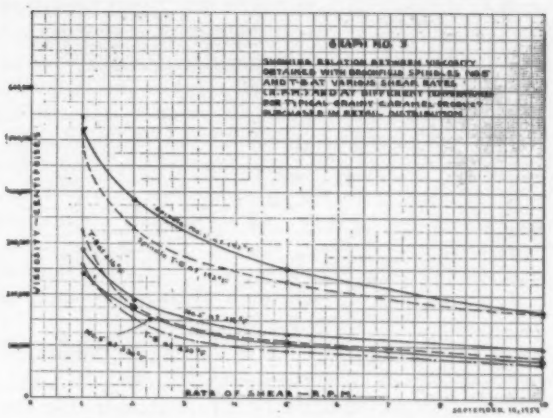
The increase in viscosity from about 200° F. on is, of course, due largely to the loss of moisture.

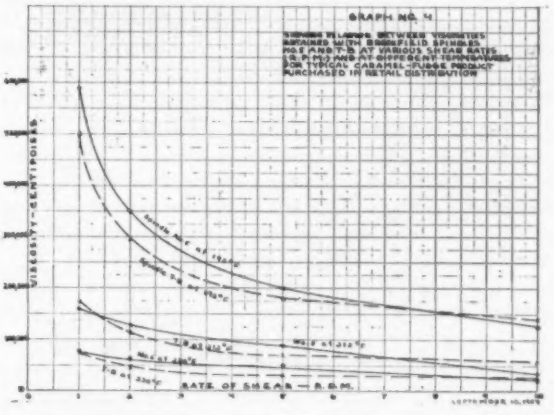
The next graph, number 2, shows the change in viscosity during the heating up, cooking, and cooling of a caramel-fudge type formula. There appears to be nothing unusual in this graph and as readings were not made below about 200° F., the seemingly abnormal behavior in viscosity indicated in the first graph was not observed.

Viscosity Relation Between Two Kinds of Brookfield Spindles

Graphs 3 and 4 show the relations between the viscosities obtained when using the two different type spindles at various temperatures and shear rates (r.p.m.) for both a grainy type caramel and a caramel-fudge product. On the whole, the agreement between the two kinds of spindles seems quite good considering the difficult problem of controlling the temperature accurately.

These curves are important, however, in that they illustrate the significant influence of shear rates (r.p.m.) on the apparent viscosity. For example, at the lower temperatures, values of about 550,000 centipoises were obtained on the caramel-fudge product with both types of spindles at 1 r.p.m. and only about 125,000 centipoises at 10 r.p.m.—indicating pronounced non-Newtonian properties rather than thixo-





* Navia, Juan, 1951 Food Technology Thesis, Massachusetts Institute of Technology.

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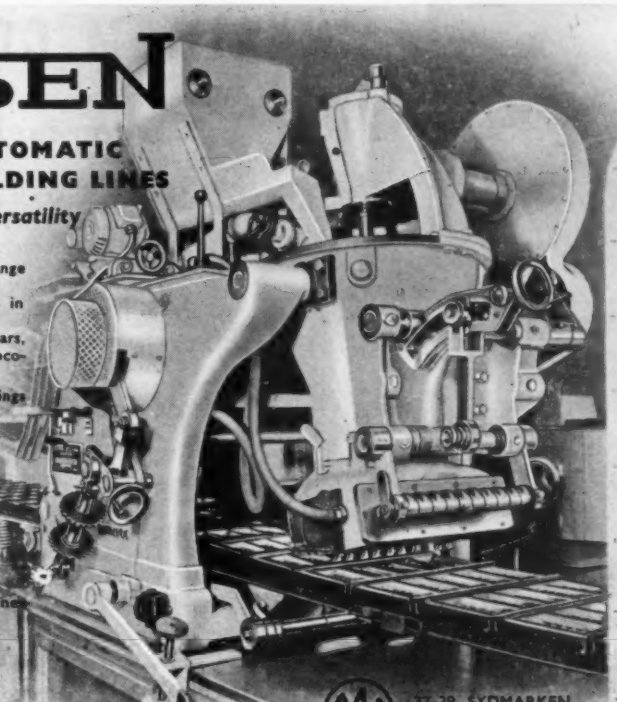

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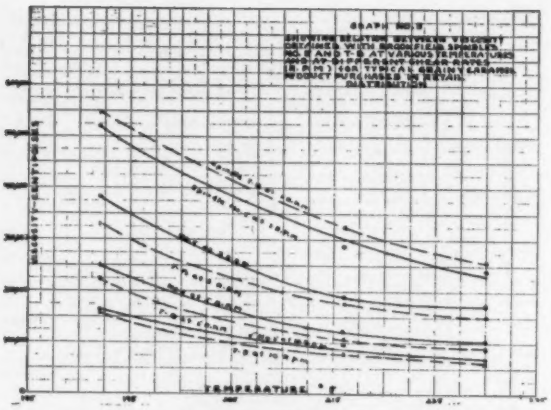

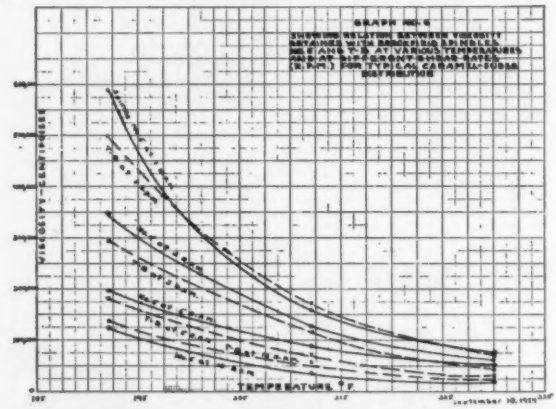

tropic characteristics, as the same values were obtained immediately at the lower shear rates after exposure to the higher r.p.m.'s. The graph for the caramel product indicates the same sort of behavior.

These differences with respect to shear rates might appear much less at the higher temperatures but as will be shown in graph 7, this does not seem to be the case on a percentage basis.

The next two graphs, 5 and 6, contain the same data as graphs 3 and 4 but in this case, the viscosity results have been plotted against temperature for convenience. They, likewise, bring out the importance of shear rate.

Viscosity—Determination of non-Newtonian Properties

Graph 7 shows the relationship between viscosity and different r.p.m.'s during the table cooling of a typical non-grainy caramel product. As may be seen, a very good agreement exists and this continues throughout the cooling.

A word of explanation as to how this graph should be employed— For a value of 40 on the vertical axis, the viscosity at 10 r.p.m. is obtained as indicated by multiplying this value by 40,000 which equals 1,600,000 centipoises. The corresponding value at 1 r.p.m. is obtained by extending the horizontal line from 40 to the point where it intersects the 1 r.p.m. line and then reading this value on the bottom axis. It may be observed this occurs at 8 and then as shown, this figure must be multiplied by 400,000 which gives a

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viscosity value of 3,200,000 centipoises.

In a similar way, values of 2,600,000 and 1,920,000 centipoises are obtained at 2 and 5 r.p.m. respectively—again indicating pronounced non-Newtonian characteristics. In this particular case, it can be said the viscosity at 1 r.p.m. throughout the range is approximately 2.0 times that at 10 r.p.m., 1.4 times at 2 r.p.m., and 1.2 times at 5 r.p.m. These data, however, indicate the viscosity decreases comparatively slowly at shear rates above 10 r.p.m. and calculations show that even at 100 r.p.m., the viscosity would be only about three times as high at 1 r.p.m. as at 100 r.p.m.

Viscosity—During Table Cooling of Caramel and High Sugar Products

Graph 8 gives the relationship between viscosity and temperature during the table cooling of a non-grainy caramel product and a formula composed almost entirely of sugar. It is of interest to observe that although the formulae of these products are quite different, their viscosity-temperature properties are about identical. Aside from showing that the two caramel lots were cooked to about the same end point in the open-kettle batch procedure, this graph is also of importance in that it demonstrates equal viscosity values were obtained in the case of the caramel stock during the table cooling immediately following the cooking as were secured when heating up this same stock after standing several days at room temperature.

This could not occur unless the viscosity changes with respect to temperature were quite rapid. This is considered an important observation and one which can have a profound influence on the development of automatic and continuous cooling equipment for such stocks.

Viscosity—During Table Cooling of Caramel-Fudge Product

The next graph, number 9, shows the relationship between viscosity and temperature during the table cooling of a caramel-fudge like product and the data obtained on a similar product obtained in the open market as well as on a grainy caramel purchased at the same time. The table cooling results indicate some differences in the degree of cooking in this case, and it is interesting that the data secured on a similar sample from the retail market fell between the two sets of table cooling results.

The viscosity of the grainy caramel was not too different from that obtained with the caramel-fudge product, and both sets are in line with the data secured on the high sugar product as well as the non-grainy caramel. In this connection, it should be pointed out all of these products were cooked so as to have 6-10 percent moisture.

Conclusions

1) Viscosity data are essential in the proper selection of pumps, motors, and agitators for confectionery processing.

2) Viscosity values can be determined readily with a Brookfield Synchro-Lectric viscometer. With stiff candies, it is best to employ the cross-type spindles (T-A through T-F) and with very stiff materials, a Brookfield Helipath stand (Figures 1 and 2).

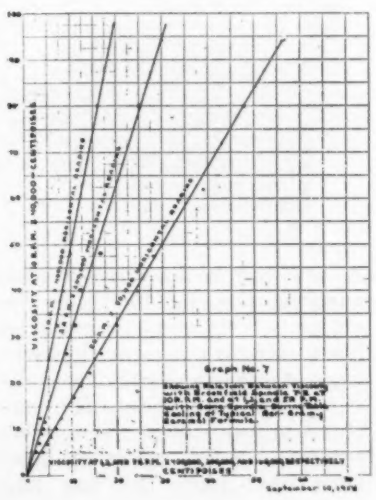
3) Within the range studied, satisfactory viscosity agreement was obtained between the two types of spindles (graphs 2, 3, 4, and 5).

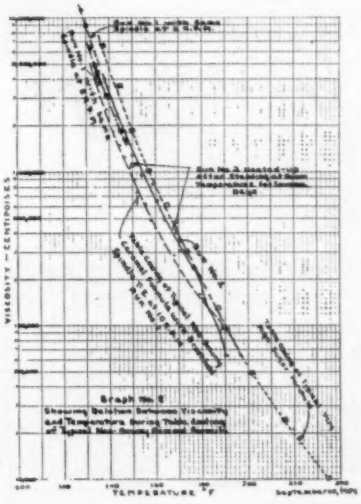
4) Cooked confections exhibit pronounced non-Newtonian viscosity properties during cooking and table cooling as well as after standing at room temperature (graphs 2, 3, 4, 5, and 6).

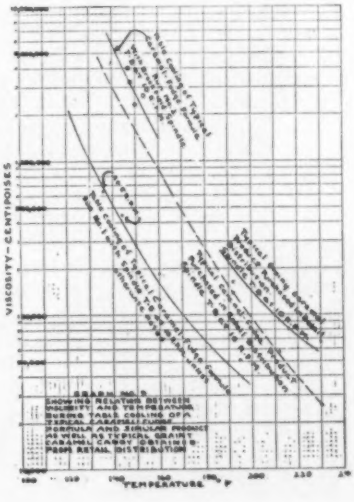
5) Cooked confections have viscosities of about 1,000,000 centipoises at 150° F., indicating it should be feasible to pump at this temperature although with difficulty.

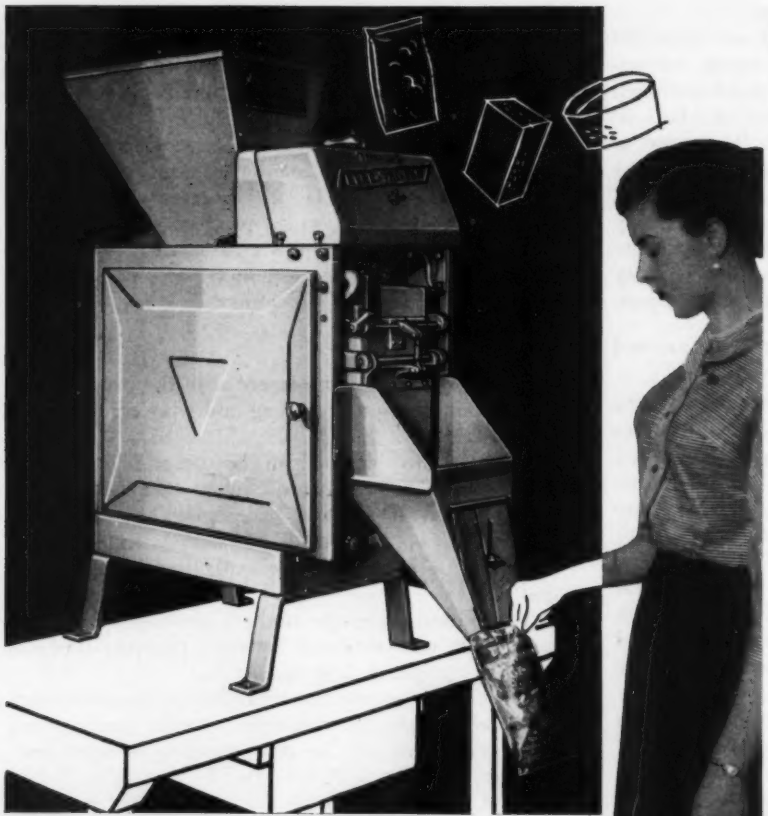
6) Indications are that cooked confections at moderately high temperatures do not exhibit thixotropic properties as they promptly resume their former viscosity or consistency more or less immediately after being subjected to agitation—at least, those with no graining.

7) Indications are that cooked confections quickly set up with respect to temperature and that there is no time delay in this respect—at least, those products with no graining.









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A battery-operated display turntable has been developed for counter and window display purposes. This turntable will operate continuously for five to eight weeks on two ordinary flashlight batteries at the rate of five revolutions per minute. It will not heat up and there is no fire hazard. The turntable top is 7½" in diameter and will carry a load up to 7½ lbs.
For further information write: The Hertvy Company, Inc., Rego Park 47, N. Y.

"Profitable Solution to Your Package Filling Problems" is a new six-page bulletin describing net weighing and filling machines. Six models are described from the one-scale model to the three-scale model, both semi-automatic and automatic.
For further information write: Triangle Package Machinery Company, 6633 West Diversey Avenue, Chicago 35, Illinois.

A new bag sealing and header applying machine has been developed. This machine receives filled gusset type cellophane bags from the packing conveyor, times them into the machine proper, tucks the gusset, applies header or label, and then heat seals the bag and

label. Labels may be plain or thermoplastic coated and code or date may also be applied to label as desired. The machine operates at speeds of 65 or more per minute, and is easily adjusted to handle a wide range of gusset type bags.

For further information write: Peters Machinery Company, 4700 North Ravenswood Avenue, Chicago 40, Illinois.

Pagodas shaped metal containers which look like rare old porcelain are now being imported. These containers are made in England. They make beautiful containers for fine candies and provide a very attractive reuse value.

For further information write: I. D. Company, 150 Spring Street, New York 12, New York.

A bag stitcher has been designed to place a wire stitch around the twisted neck of a filled polyethylene film or similar type of bag. The top of the bag is twisted and the neck placed in grooves in the clincher. The stitcher drives wire staples around the neck of the bag.

For further information write: Diagraph-Bradley, Irds., Inc., P. O. Box 269, Herrin, Ill.

Day after Day...

more and more nationally famous products are packaged on the

Automatic CAMPBELL WRAPPER

WRAPS ALL SHAPES — Square, round, oval, oblong, flat or irregular . . . the Campbell Wrapper packages them all with equal ease and speed.

WRAPS WITHOUT BREAKAGE — Soft, crisp, hard, or fragile, the Campbell Wrapper "float" wraps the material on your product without damage.

WRAPS WITH ALL MATERIALS — Paper, cellophane, polyethylene, foils and all types of the plastic film packaging wraps so popular today.

POSITIVE SEALING — By gluing, crimping or heat sealing with ends flared, turned under or diamond folded. The Campbell Wrapper is now also available for positive VACUUM Wrapping.

AUTOMATIC FEEDS — and deliveries provide continuous flow packaging geared to coincide with in-line production manufacture or separate operation. Write for complete details and send us a sample of your product.

Speeds Production
. . . wraps up to 300 units per minute!

Cuts Labor Costs
. . . simplified one person operation!

Saves Materials
. . . uses no boards or stiffeners— unless desired!

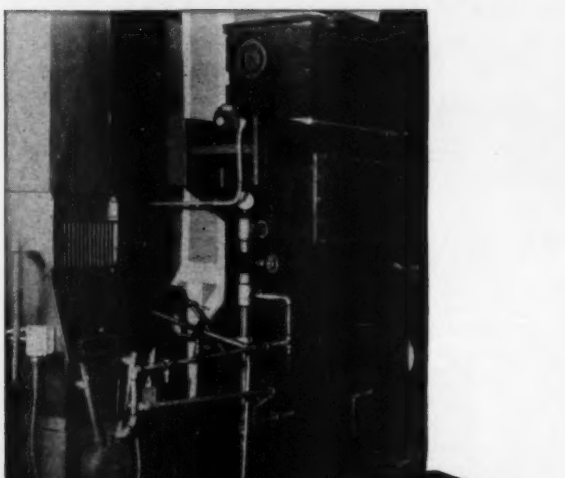
Campbell
WRAPPER
HUDSON-SHARP MACHINE CO. • GREEN BAY, WIS.
Manufacturers of Aniline and Gravure Presses, Folders, Interfolders, Laminators, Waxers, Embossers, Slitters, Sheeters, Roll Winders, Packaging Machines, Crepers and Tissue Converting Units.

Write for full colored 16-page brochure telling all about the Campbell Wrappers and the many different types of products they package.

EXACT CONTROL

of Moisture Content

To Improve Your Product or Protect Your Materials or for Processes or Tests



● This Niagara Air Conditioning Method dries air directly and measurably, using a moisture-absorbing liquid spray. It makes humidity control a separate function from lowering or raising temperatures and gives you precise control with thermostats alone; no moisture-sensitive devices are needed. You have simpler, more trustworthy, less expensive control instrumentation. Niagara precise-control installations have the best record for reliability.

Niagara Air Conditioning provides you with any temperature and relative humidity you need. Using "Hygrol" absorbent, it is not expensive to operate, saving the refrigeration commonly used to condense moisture and making re-heat unnecessary in most cases. It gives large capacity with compact, easily-maintained equipment. Ask for Descriptive Bulletins #112 and #121. Address Dept. MC

NIAGARA BLOWER COMPANY

405 Lexington Ave. New York 17, N. Y.

District Engineers in Principal Cities of U. S. and Canada

What's New in Candy Equipment

A compact power turntable for conveying goods-in-process, cartons, and packages up to 100 pounds in weight around 90° and 180° turns at maximum belt speeds of approximately 50 feet per minute has been developed. Called the Flex-i-Turn Wire-belt Turntable, it features positive shaft and gear drive and accurately-timed belt operation. Sanitary or standard models are available in belt widths up to 34". Small 1¼" diameter nose rolls simplify transfers to and from other conveyors. A Flat-Flex Wire Belt (.072" wire) plated or stainless steel is used with a mesh of ⅜" at inside radius, increasing to ¾" at outside radius.

For further information write: J. W. Greer Company, Wilmington, Mass.

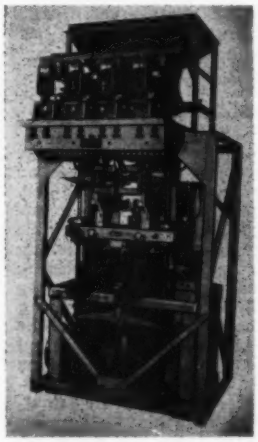
All purpose hand powered trucks are described in a new bulletin. These consist of platform, Bin, Table, Shelf and Box Trucks, which fill the need of medium duty handling equipment in any type of plant.

For copies of this bulletin write: Wilder Manufacturing Company, Inc., Mechanic Street and Erie R. R., Port Jervis, N. Y.

A pressure-sensitive tape making machine has been developed for use in making tape as it is needed in a factory. It is designed to produce a continuous supply of pressure-sensitive tape at the point of use ready for immediate application as required. It offers important advantages to large industrial users for this type of tape, where

the unit can be installed on the production line to handle any standard taping operation, such as sealing, labeling, packaging, binding, strapping, and wrapping. It produces fresh made tape as required, insuring consistent uniform operation hour after hour. It can be stopped and started up for any length of time and is always ready for operation. It is simple to feed and easy to run and easy to clean and maintain. This equipment can handle many varieties of material including cloth, paper and impregnated stock, films, foil, cellophane, and printed surfaces. Practically any material available in roll form can be used on this equipment. The unit is about 18" square and 5' high and handles tape from rolls ¼" wide up to 3".

For further information write: Williamson Adhesives, Inc., 8220 Kimball Avenue, Skokie, Illinois.



Stokes & Smith Company has announced the introduction of wet weigh scales to its standard Stokeswrap machines. Formerly the Stokeswrap machines were supplied with volumetric filling equipment. The battery of net weight scales, which are manufactured by the Woodman Company, will permit this machine to maintain filling speeds up to 60 packages per minute. Accuracy of fill is assured by means of bulk and dribble feed. These new scales are built to fit any existing model of the Stokeswrap.

For further information write: Stokes and Smith Company, 4992 Summerdale Road, Philadelphia 24, Pa.

6000 to 6500 lbs. per hour

of 6X powdered sugar is easily produced with the

SCHUTZ-O'NEILL *Superfine* PULVERIZER

If you have need for constant high production of powdered sugar, by all means investigate the 28" Schutz-O'Neill Superfine Pulverizer. It easily turns out 6000 to 6500 lbs. per hour of 6X powdered sugar with uniform fineness, using a 75 H.P. motor. Carry granulated sugar in stock,—make fresh powdered sugar as needed.

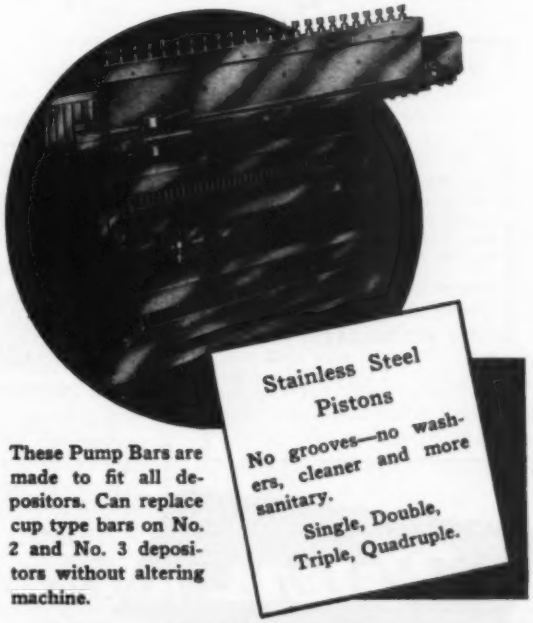
EXTRA EQUIPMENT: Automatic Starch Feeder will thoroughly mix any desired percentage of starch with powdered sugar.

Write for information, state capacity desired.

ESTABLISHED 1893 SCHUTZ-O'NEILL CO.

329 Portland Ave., Minneapolis 15, Minn.

MILL RIVER *Water Sealed* PUMP BARS



These Pump Bars are made to fit all depositors. Can replace cup type bars on No. 2 and No. 3 depositors without altering machine.

MILL RIVER TOOL CO.

338 WORTHINGTON ST., SPRINGFIELD, MASS.

Presenting a COMPLETELY NEW Peters MASTERPIECE

New SG Carton & Tray Forming & Gluing Machine

Check These Features

Phenomenal speed — has exceeded 175 cartons per minute; variable speed drive permits slower operation.

Adjustable and convertible to set up and glue a wide variety of cartons, or trays. Handles blank sizes from 6 to 18" long, 9½ to 22" wide.

Forms and glues low cost blanks.

"Perfect package" control, with V-lock clamps that prevent cartons slipping or shifting during glue-setting interval. Produces perfectly squared cartons.

Outperforms all others!

Candy packaging really makes progress with this new Peters Model SG Carton & Tray Forming & Gluing Machine.

Its performance is truly spectacular . . . with phenomenal speed and efficiency that makes packaging faster and more economical than you ever thought possible.

Whatever confections you package, be sure to investigate this new Peters Model SG Former & Gluer.

Call or wire for more information.

Peters MACHINERY COMPANY

4714 Ravenswood Avenue
Chicago 40, Illinois

Patents

2,686,722

CANDY COLORING COMPOSITION AND PROCESS OF PREPARING SAME

Sam Goldstein, Forest Hills, N. Y., assignor to Loft Candy Corporation, Long Island City, N. Y., a corporation of New York

No Drawing. Application December 12, 1950, Serial No. 200,507
3 Claims. (Cl. 99—148)

1. The process of making an even, substantially molecular dispersion of an edible, fat-insoluble, partially alcohol-soluble, dye in a fatty-base, master dye mix for dyeing fatty food compositions comprising the steps of providing a fatty base composition containing 30-100% of an oleaginous food material, 0-65% of a sugar and 0-35% of milk fat and non-fatty dried milk products, melting the fatty composition, separately mixing an excess of the fat-insoluble dye with a volatile, organic non-toxic liquid in which the dye is partially soluble, separating the undissolved dye from the organic liquid, adding the liquid containing the dissolved dye to the melted composition while constantly stirring the latter, maintaining the temperature of the fatty composition above the boiling point of the volatile organic liquid thereby evaporating the said liquid and depositing the dye in the fatty composition in substantially the same degree of subdivision as in said volatile liquid solution, continuing the addition of the dye solution containing the dissolved dye until a highly colored master dye composition capable of dyeing large batches of similar fatty compositions is obtained.

2,687,959

PROCESSING OF COCOA BEANS

Arthur E. Siehrs, Chicago, Ill., assignor to Krim-Ko Corporation, Chicago, Ill., a corporation of Illinois

Application March 21, 1952, Serial No. 277,787
11 Claims. (Cl. 99—26)

1. In the treatment of cocoa to produce cocoa butter and a substanitally fat-free cocoa flavoring, the method which comprises heating an aqueous mixture of the cocoa in finely divided form to a temperature sufficient to gelatinize the insoluble starch content of the cocoa, reducing said temperature and saccharifying the gelatinized starch by treating the mixture with an enzyme, coagulating protein in the mixture, feeding the mixture into a locus of centrifugal force and there separating it into an oil and water component and a substantially oil-free component, simultaneously but separately discharging said components from the locus, at least partly breaking the emulsion of the oil and water component and recentrifuging it to separate it into oil and water phases, and returning said water phase to said substantially oil-free component and adding sugar thereto for production of a chocolate syrup.

Confectioner's Briefs

Gold Medal Candy Corp. has started an intensive saturation TV spot campaign over two New York stations. One-minute filmed commercials will be run over thirty times each week from these stations. Special emphasis will continue on the Turkish Taffy bars, but promotion will also be placed on the bite size Turkish Taffy, in cellophane bags and the changemaker dispensers, peanut brittle and Korday hard candies. If this schedule is successful it will be repeated in other major market areas.

John McGraw is the new salesmanager for **Cherry Humps, Inc.** and **Schuler Chocolates.** Mr. McGraw was formerly connected with International Business Machines, Inc.

Harry L. Rohrer was appointed sales manager of the **T. A. White Candy Company** at a recent meeting of the board of directors. He joined the White Candy Company early this year, covering city sales, and will continue in this activity in addition to his diversified duties as sales manager.

C. N. Johnson, founder of DeMet's Candy Stores, died on October 7th. Mr. Johnson came to this country from Greece in 1897 and opened his first candy store in Chicago the following year. He developed his chain of stores to fifteen and his candy was carried in 5,000 additional outlets throughout the country. Mr. Johnson's son, **Nicholas,** has been active in DeMet's for many years and has been president for the past six years.

Frank Petrovic has been appointed plant superintendent of the **Lion Specialty Company** of Chicago, Illinois.

Addie Vallins, a chain of confectionery shops in New York City, have moved their facilities into a new building. This building, which houses the company's offices and manufacturing space, contains 25,000 square feet on three floors, and is triangular, fronting on three streets.
The firm manufactures chocolates, baked goods and ice cream for their own shops and for other candy chains and for department stores.

George Cadbury, who developed England's thriving milk chocolate industry, died recently at the age of 76. He resigned as managing director of the company just before the last war.

Blum has signed a long-term lease with Macy's California for a new Blum store in the Macy building in downtown San Francisco. The new Blum's will be equipped for a complete retail operation including candy, bakery goods, ice cream and a restaurant.

The Research Committee of Pennsylvania Manufactuuring Confectioners Association announces the appointment of **Mr. William N. Duck** as full-time director of its research project being conducted at Franklin & Marshall College at Lancaster, Penna.

Mr. Duck is a graduate of the University of Pennsylvania with a degree of Bachelor of Science in Chemistry. He also holds a Diploma in Chemical Engineering from Drexel Institute, and one from Temple University in a special course in Chemistry. He worked as chemist and quality control supervisor for a milk company for about ten years, and for the past two years has been chief chemist for the American Stores Company in Philadelphia. He left this position to accept the appointment to Franklin & Marshall.

Mr. Duck will work under the direction of Dr. Robert F. Cross, head of the Chemistry Department of the school. He has a number of students assisting him in the work.

The Research Committee, under the direction of its Steering Committee, consisting of **C. R. Kroekel, Mr. A. E. Meyers** of Hershey Chocolate Company, and **Mr. Clifford Clay,** of the S. F. Whitman Company, will select and assign problems from time to time, upon which the main emphasis is to be placed. The Committee is looking forward wiith interest and enthusiasm to some real accomplishments in the coming years.

CODE DATERS

NAME MARKERS

PRICERS

Gummed Tape Printers

For The Candy Industry

Write for information

KIWI CODERS CORP.

3304-06 N. Clark St., Chicago 13, Ill.

STANcase STAINLESS STEEL EQUIPMENT

STAINLESS STEEL DRUMS

MODEL 30--30 GAL.
MODEL 55--55 GAL.
(Covers available)

ECONOMY EQUIPMENT

RUGGEDLY CONSTRUCTED FOR LIFE TIME WEAR.
FULLY APPROVED BY HEALTH AUTHORITIES.

Manufactured by
The Standard Casing Co., Inc.
121 Spring St., New York 12, N. Y

CONVEYORS

Corrigan bulk dry sugar handling and storage systems convey sugar from unloading point to storage and from storage to production.

Improve production facilities
Lower operation costs

J. C. Corrigan Co., Inc.
41 Norwood St., Boston 22, Mass.

CANDY EQUIPMENT PREVIEW

Published bi-monthly by

THE MANUFACTURING CONFECTIONER PUBLISHING CO.

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OAK PARK, ILLINOIS

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THE CANDY BUYER'S DIRECTORY

THE PURCHASING EXECUTIVES BLUE BOOK

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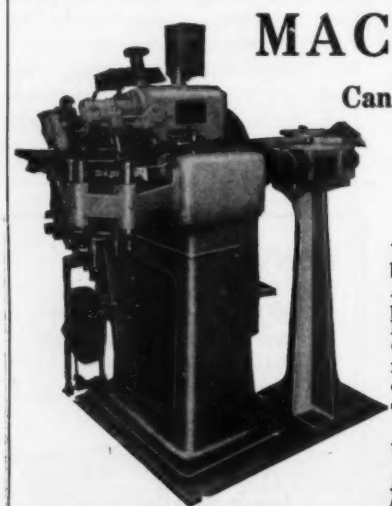
NOVEMBER Vol. 14, No. 6 1954

Just 2 People
and an
IDEAL WRAPPING MACHINE



Can Package 450 Caramels Every Minute!

Yes—that's speed, but DEPENDABLE speed coupled with smooth, low-cost operation! Only 2 personnel required for this entirely automatic operation!

WRITE TODAY for Important FREE Brochures.

Established 1906
IDEAL WRAPPING MACHINE COMPANY
MIDDLETOWN NEW YORK U S A

CALENDAR

November 9—New York section of American Association of Candy Technologists monthly meeting at Busto's Restaurant, 11 Stone Street, Manhattan, at 6:30.

November 12—Los Angeles Confectionery Sales Club monthly meeting, Rodger Young Auditorium, 936 W. Washington Blvd., Los Angeles, Calif.

November 13—Carolina Confectionery Salesmen's Club monthly meeting at Kuester's, Charlotte, N. C.

November 16—Candy Executive's Club birthday party, St. George Hotel, Brooklyn, N. Y.

November 19—The Denver Association of Manufacturers Representatives monthly meeting at Daniels & Fisher Club Rooms, Denver, Colo.

November 19—St. Louis Candy Sales Association annual stag meeting, Kingsway Hotel, St. Louis, Mo.

November 20—Great Plains Candy Club monthly meeting, Castle Hotel, Omaha, Nebr., luncheon 12:30.

November 22—Chicago Candy Club social meeting at Furniture Club of America, 666 Lake Shore Drive, 17th Floor Chicago, Ill.

November 23—Candy Square Club monthly meeting at Riverside Plaze Hotel, 253 W. 73rd St., New York, N. Y.

November 23—Detroit Tobacco & Candy Round Table dinner at the Hotel Detroiter, Detroit, Mich.

November 23—Southern Calif. Association of Tobacco Distributors monthly meeting Rodger Young Auditorium, 936 W. Washington Blvd., Los Angeles, Calif.

November 25—Tidewater Wholesale Candy Club monthly meeting at Rosetti's Restaurant, Norfolk, Va.

November 26—Badger Candy Club of Milwaukee monthly meeting at Astor Hotel, 924 E. Juneau, Milwaukee at 8:00 p.m.

November 26—Boston Confectionery Salesmen's Club monthly meeting at Kenmore Hotel, Boston, Mass., at 8:00 p.m.

November 27—Dallas Candy Club monthly meeting at Semos Restaurant, 505 Fort Worth Avenue, Dallas, Texas, at 12:30.

November 27—Gopher Candy Club monthly meeting, Covered Wagon, Minneapolis, Minn.

December 2—Michigan Candy Club monthly meeting, Hotel Detroiter, Detroit, Mich.

December 4—Kansas City Candy Club monthly meeting, Town House, Kansas City, Kans.

December 4—New York Candy Club annual "Beef Steak," New Yorker Hotel, N. Y.

December 4—Northwest Candy Club monthly meeting at the Grove Cafe, 500 Well Street, Seattle, Wash., breakfast at 9:00 a.m.

December 6—The Candy Production Club of Chicago monthly meeting at the Furniture Club of America, 666 Lake Shore Drive, at 6:30 p.m.

December 9—Metropolitan Candy Brokers monthly meeting, Hotel Empire, New York, N. Y., at 8:00 p.m.

December 9-10—Western Confectionery Salesmen's Association 40th Annual Convention, Congress Hotel, Chicago, Ill., 7:00 p.m. Friday, 10th Gala Stag Party and Ladies Party.

December 11—Confectionery Salesmen's Club of Baltimore annual banquet-Stag—will be held at the Lord Baltimore Hotel, Baltimore, Md.

December 21—Candy Executives Club Christmas party, St. George Hotel, Brooklyn, N. Y.

1955 Convention Schedule

June 5-8—Associated Retail Confectioners of the United States, Drake Hotel, Chicago, Ill.

June 5-10—National Confectioners' Association, Conrad Hilton, Chicago, Ill.

July 13—Southern Salesmen's Candy Club, Hotel Roanoke, Roanoke, Va.

July 14-15—Southern Wholesale Confectioners Association, Hotel Roanoke, Roanoke, Va.

July 16-19—Metropolitan Candy Brokers' Association annual exposition, Hotel Commodore, New York, N. Y.

July 31-August 4—National Candy Wholesalers Association, Sherman Hotel, Chicago, Ill.

Mr. Richmond's first book, Candy Production, Methods and Formulas, is the most informative and up-to-date reference for the wholesale candy manufacturer. This book, published five years ago and now almost out of print, was the most successful book ever published for the candy manufacturer.

Choice Confections

by Walter Richmond

Choice Confections fills a long felt need for a book written primarily for the manufacturing retailer. The 365 formulas are given in two batch sizes, one for hand work, and one for machine work. There are separate instructions for working each sized batch, with suggestions as to the methods of coloring and flavoring for variety. A glossary is included, both of candy terms and chemical terms that candy men are apt to run into. All of the formulas are cross indexed for ready reference, and are grouped in chapters for convenience. A complete chapter is presented on chocolate, giving the information that is necessary to have in order to buy coatings intelligently and use them to the best advantage.

All manufacturing retailers will welcome this book as an indispensable tool in varying old formulas and developing new ones. All 365 formulas have been production tested and are proven sellers.

Mr. Richmond is at present director of quality control at Norriss Candy Company in Atlanta, Georgia. During the past forty years he has worked in some of the largest and finest candy plants in this country, both wholesale and retail. His experience is available to every retail candy plant in the world for only $10.00.

Order your copy now. It will be shipped as soon as it is published, in about one month.

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Ingredients and The Uses
Types of Candies
Hand Rolled Creams
Chocolate Coated Cast Creams
Cordial Fruits
Cream Coated Bon Bons and Wafers
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Glazed Butter Goods
Easter Eggs
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Fudge
Caramels
Marshmallow
Nougat
Sea Foam or Divinity
Icing
Pure Fruit, Pectin and Agar Jellies
Starch Jellies and Turkish Paste
French Chocolate, Puddings and Plastic Chocolate
Hard Candies
Taffy and Kisses
Butterscotch
Almond Butter Crunch or Toffee
Sugar Toasted or Burnt Peanuts
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Egg Frappè
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Chocolate Coating Methods
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Please send me Mr. Richmond's new helpful book CHOICE CONFECTIONS: METHODS AND FORMULAS which contains 365 candy formulas. I am enclosing $10.00.

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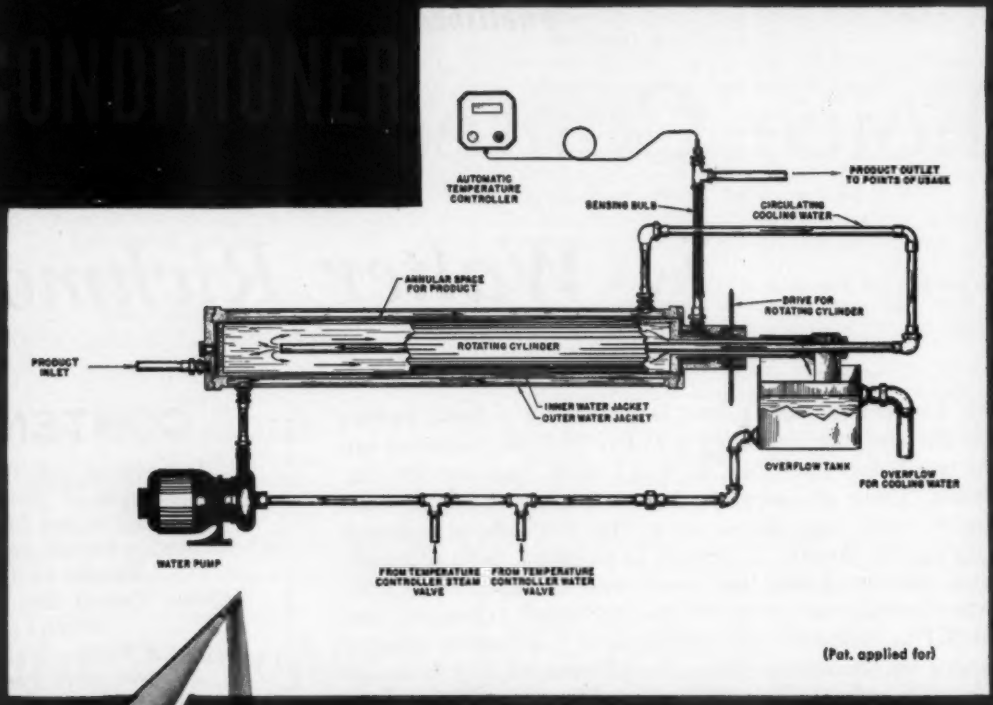
HERE'S WHY A GREER CONDITIONER

Shortens chocolate handling time from hours to minutes—Produces coatings of consistently-uniform temperatures with real operating economy.



(Pat. applied for)

The Greer Conditioner melts, cools, conditions, and pumps coatings to coaters, hand dippers, depositors, and other points of usage — automatically. Two models: 450 and 1000 pounds per hour.

How it Works

Solid chocolate placed in Conditioner Hopper is melted by temperature-controlled roll; then pumped through thin-film Cooling Tube (illustrated). Water jackets on both sides of product, plus mixing action of Rotating Cylinder, assure individual particle cooling. Chocolate output temperature-controlled within ±0.5° F.

. . . And these are the results

Coatings are ready for use within ten minutes from cold start. The Greer Conditioner eliminates irregular batch processing. Delivers conditioned coatings completely free of unstable crystals. Readily lends itself to drip-feed systems because

Greer thin-film conditioned coatings are rapidly seeded by bed of tempered coating at point of usage.

Operating economy. Cools 450 pounds of coating per hour from 110° F. to 90° with but one gallon per minute of 70° water. Comparable savings with 1000-lb. capacity model.

Closed system—sanitary, quick cleaning.

2000 and 4000 pound per hour capacity models available without built-in melter for liquid coatings.

Whether you machine coat, hand dip or deposit, you'll find a Greer Conditioner is a profitable addition to your chocolate-handling system. Write for Bulletins TD-1 and TD-2.

J. W. GREER COMPANY

WILMINGTON, MASSACHUSETTS

Sales Engineering Offices: New York, N. Y., Chicago, Ill., San Francisco, Calif.
European Representatives: Bramigk & Co. Ltd., 15 Creechurch Lane, London E.C. 3, England

GREER

The MANUFACTURING CONFECTIONER'S

Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

Cordial Cherries; Panned Goods; lc Pieces

Code 11C4
Chocolate Covered Cordial Cherries
½ lb., 75c

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good.

Box: One layer type, oblong shape, white glazed paper top printed in red, gold and black. Imprint of cherry cluster in red and green. Cellulose wrapper.

Appearance of Box on Opening: Good.

Number of Pieces:
Light Coated: 8.
Dark Coated: 8.

Coatings:
Colors: Good.
Gloss: Good.
Strings: Good.
Taste: Good.

Cherries:
Cordial: Good.
Cherries: Good.
Taste: Fair.

Remarks: One of the best cordial cherries we have examined this year. Suggest a good cherry flavor be used in the center to improve the flavor.

Code 11B4
Jordan Almonds
7 ozs., 33c

(Purchased in a chain drug store, Oak Park, Ill.)

Appearance of Package: Good.

Container: Folding box, oblong shape, printed in red, black and yellow. Cellulose window.

Almonds:
Color: Good.
Panning: Good.
Finish: Good.
Coating: Good.
Taste: Good.

Remarks: The best jordan almonds we have examined this year at this price. Very well made and an attractive container. Cheaply priced at 33c for 7 ozs.

Code 11D4
Panned Licorice Bits
3 for 12c

(Purchased in a chain drug store, Chicago, Ill.)

Appearance of Package: Good.

Container: Folding box, printed in black, white and pink. Cellulose wrapper.

Licorice:
Color: Pink and white, Pink is too deep.
Panning: Good.
Finish: Fair.
Texture: Good.

Center:
Color: Good.
Texture: Good.
Flavor: Good.

Remarks: A well made licorice piece. Suggest pink color be checked.

Code 11F4
Glace Cherries
½ lb. 95c

(Purchased in a candy store, Chicago, Ill.)

Appearance of Package: Good.

Box: One layer type, light brown, name in dark brown. Brown paper wrapper tied with brown twine.

Appearance of Box on Opening: Bad. See remarks.

Coating: Dark:
Color: Good.
Gloss: Poor.
Strings: Good.
Taste: Good.

Center: Center is a large glace cherry.
Texture: Good.
Flavor: Good.

Remarks: Suggest a divider be used as box is too large for one half pound of cherries. Cups are too large for this size piece.

Candy Clinic Schedule For the Year

JANUARY—Holiday Packages; Hard Candies
FEBRUARY—Chewy Candies; Caramels; Brittles
MARCH—One-Pound Boxes Assorted Chocolates up to $1.00
APRIL—$1.00 and up Chocolates; Solid Chocolate Bars
MAY—Easter Candies and Packages; Moulded Goods
JUNE—Marshmallows; Fudge
JULY—Gums; Jellies; Undipped Bars
AUGUST—Summer Candies and Packages
SEPTEMBER—Bar Goods; 5c Numbers
OCTOBER—Salted Nuts; 10c-15c-25c Packages
NOVEMBER—Cordial Cherries; Panned Goods; 1c Pieces
DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages; New Packages

Code 11A4
Sugar Peanuts
10 ozs., 39c

(Purchased in a chain store, Oak Park, Ill.)

Appearance of Package: Good.
Container: Folding box, oblong shape, white printed in red. Cellulose window.
Peanuts:
Color: Good.
Texture: Good.
Flavor: Fair.
Peanuts: See remarks.
Remarks: Suggest peanuts be roasted higher as they had a raw taste. This would improve the flavor. Sugar coating is good.

Code 11G4
Fruit Jellies
1 lb. $1.75

(Purchased in a department store, Dallas, Texas)

Appearance of Package: Good.
Container: Red cardboard tray, acetate top, tied with a red and white grass ribbon. White seal, name printed in black.
Jellies: Jellies are in different fruit shapes.
Colors: Good.
Molding: Good.
Sugaring: Good.
Flavors: Good.
Remarks: Highly priced for this type of confection. Suggest pieces be made smaller.

Code 11H4
Panned Malted Milk Balls
¾ ozs.—3 for 12c

(Purchased in a chain drug store, Chicago, Ill.)

Appearance of Package: Good.
Container: Folding box, white, printed in red and brown. Imprint of balls in brown.
Milk Balls:
Panning: Good.
Finish: Good.
Color: Good.
Center: Good.
Remarks: Coating lacked a good flavor. Center is good eating.

Code 11J4
Cordial Cherries
½ lb. 90c

(Purchased in a candy store, Chicago, Ill.)

Appearance of Package: Fair.
Box: One layer type, white embossed paper, name printed in red. Tied with a grass ribbon.
Appearance of Box on Opening: Bad. A number of pieces were broken, cordial was all over the box and contents.
Number of Pieces: 18.
Coating: Dark:
Color: Good.
Gloss: None.
Strings: Good.
Taste: Good.
Center:
Cherry: Good.
Cordial: Good.
Flavor: Poor.
Remarks: Suggest a good cherry flavor be used in the cordial to improve the flavor.

Code 11K4
Cordial Cherries
1 lb. 69c

(Purchased in a chain drug store, Chicago, Ill.)

Appearance of Package: Good.
Box: Folding box, two layer type, full telescope. Small window in the center. White paper top, printed in red, blue and green. Imprint of cluster of cherries in colors. Cellulose wrapper.
Appearance of Box on Opening: Good.
Number of Pieces: 24.
Coating: Light:
Color: Good.
Gloss: Fair.
Strings: Fair.
Taste: Good for this priced chocolates.
Center:
Cherries: Good.
Cordial: Good.
Flavors: Suggest a good cherry flavor be used to improve the flavor of the cordial.

NULOMOLINE CAN HELP YOU "PRODUCTIONWISE"

Are you planning to produce new pieces?

Are your current formulas in balance?

Do your candies prematurely grain?—dry, ferment, or mold?

Can your process be simplified, and your costs lowered?

Can you improve quality and maintain uniformity?

NULOMOLINE SERVICE . . . *cooperating with manufacturers since 1909 . . . can be of service to you.*

WRITE US TODAY . . . *send details and specimen samples for our observation and advice.*

USE NULOMOLINE, THE PIONEER STANDARDIZED INVERT SUGAR . . . used by candy makers for over 40 years!

Avoid transportation delays—order your supplies now!

THE NULOMOLINE DIVISION
AMERICAN MOLASSES COMPANY
Manufacturers of Nulomoline® (Standardized Invert Sugar) and Syrups
120 WALL STREET, NEW YORK 5, N. Y.
330 East N. Water St., Chicago 11, Ill. 751 Terminal St., Los Angeles 21, Calif.
NULOMOLINE, LIMITED: 1410 Stanley St., Montreal 2, Canada

the manufacturing retailer

How a Local Chain Competes With the Nationals

Colonial House Candies of Northern New Jersey holds its strong position in its area by emphasizing its daily delivery of fresh candies, its personalized customer service and by using dominant local newspaper advertising and window display.

A SYSTEM geared to supply seven retail stores, all within a radius of 25 miles from the plant, with fresh stocks of candy daily has been heavily responsible for the popularity of Colonial House candies in metropolitan New Jersey. The public has recognized the freshness of its stock, and shown its appreciation by consistent patronage resulting in a steadily growing business.

Colonial's set-up can be compared somewhat to that of a drug store's prescription service with the customer waiting a few hours for what is prescribed. The store manager phones in his requisition to the factory in the afternoon or in some instances during the morning. Checked off on printed lists are some 80 key items. Most candies are made up from these store orders, with few exceptions.

Deliveries are carried out the next evening of the previous day's orders, or those phoned in the morning, by two air-conditioned trucks which start off at 6:30 p. m. A third truck is added during peak sea-

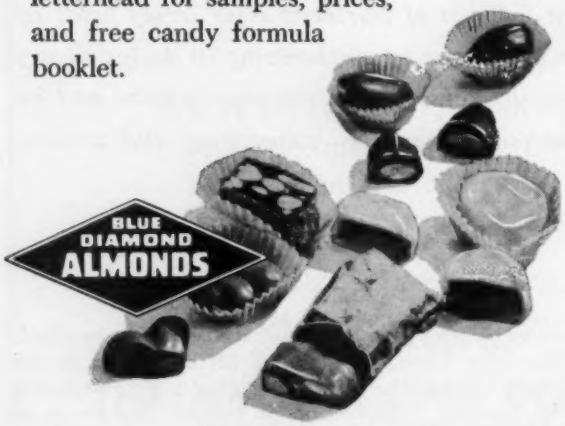
the candymaker said:

"use almonds"

"Mix plenty of ALMONDS with either chocolate or caramel and you've got a winner". That's what this candymaker told us when we asked him about candy formulas.

use Blue Diamond almonds

That's what hundreds of the nation's leading candymakers do . . . *they use Blue Diamonds* . . . the top-quality, double-sorted almonds that actually cost you less because they are free from dust, foreign material and bitters, rigidly controlled for moisture content, and uniformly graded to minimize sorting and handling costs in *your* plant. Order Blue Diamonds as you want them . . . graded natural kernels . . . or kernels split, sliced, halved, chopped, or diced. Write on your company letterhead for samples, prices, and free candy formula booklet.



CALIFORNIA ALMOND GROWERS EXCHANGE

Sacramento, Calif. Sales Offices: 100 Hudson St., New York 13, and 549 W. Randolph St., Chicago 6

These novelty boxes, shaped and decorated like ladies' hats, created a great deal of interest during the last Easter season.

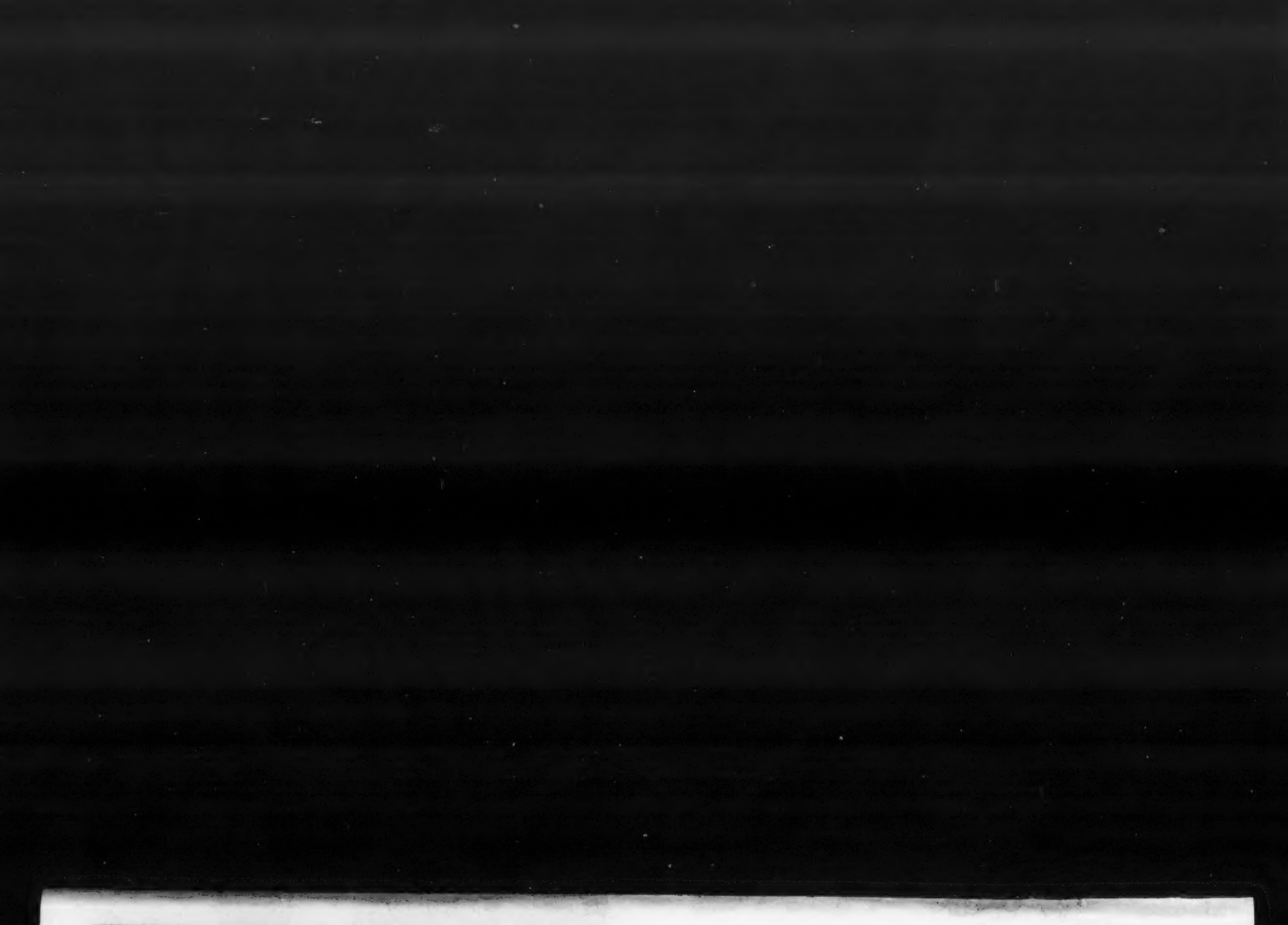
sons. On the return trip the drivers take back with them empty cartons and miscellaneous wrapping materials.

"With such a supply system working regularly, we have a tremendous merchandising asset, that of placing high-grade quality stock in our shelves and showcases every day with hardly any left-overs," explains John Coppedge, one of the owners. "The public has come to realize that we always offer them fresh candies, which are hard to obtain elsewhere, and as a result we have built up consistent, repeat patronage."

Although Colonial House is a small group operation, it has through this means been able to cope successfully with the chain competition all around it. Big-name stores with national reputations have thus met on equal terms. In some ways the advantage has been with Colonial, since the larger organizations are unable to furnish daily deliveries, their orders having to be prepared well in advance.

The result is that Colonial House has been able to build up an annual retail volume of about two million dollars which is roughly about 20% of the entire gross volume of the business of the parent Sophie Mae organization, which furnishes peanut brittle to chain store customers under a national set-up.

Inception of the daily delivery plan, like a good many other successful ideas, came about largely by accident. In recounting it, some background of the



Prin

across thousands of counters with eye-appealing packages by *Milprint*

It's always a "special occasion" when delicious Whitman candies appear at home . . . and Whitman makes sure they appear often by offering top quality and flavor—plus an *extra* ingredient!

The extra ingredient? Sparkling, colorful, eye-catching packaging by Milprint . . . attractively designed and precision printed by Milprint experts to sell more customers every hour for Whitman.

For packaging that sells energetically, day in and day out . . . for the widest variety of packaging materials and printing processes available anywhere, remember to call your Milprint man—*first!*

Milprint* INC

PACKAGING MATERIALS

LITHOGRAPHY & PRINTING

General Offices, Milwaukee, Wisconsin
Sales Offices in Principal Cities

This insert printed by Milprint, Inc. *Reg. U.S. Pat. Off.

Printed Cellophane, Pliofilm, Polyethylene, Saran, Acetate, Glassine, Foils, Folding Cartons, Bags, Lithographed Displays, Printed Promotional Material

For the BEST in Vegetable Oils
THERE IS ONLY ONE BEST FOODS' GRADE OF QUALITY
BF
Especially Processed for the Confectioner

Constant laboratory control . . . consistent high quality!

THE BEST FOODS INC.

NEW YORK • CHICAGO • DALLAS • SAN FRANCISCO

organization is necessary. The Sophie Mae Candy Corporation had its beginnings in Atlanta, Ga. The founder was Beauchamp Coppedge, who took the first two names of his wife as a trade name. To make up for freight differentials, a branch factory site was selected at Harrison, N. J. This was moved to nearby Irvington in 1935.

Since part of the plant fronted on a business street, it was decided to set up a small retail store there to utilize the space. The anticipation of the owners was more than realized with practically all of the stock sold out the first day. This necessitated the plant having to work that week-end, including Sunday, to replenish it.

Mr. Coppedge, and his son John, soon realized that daily stock delivery was not only feasible for a small plant operation, but that the public liked it and demanded more of the same. So the Coppedges decided to open another retail unit in adjacent East Orange, well populated with New York commuters.

As sales grew, more units were put on until Colonial House now takes in, besides the original Irvington store, two East Orange branches, Paterson, Newark, Hackensack and Elizabeth. All are located in downtown shopping districts—three of them have tearoom and luncheonette sections.

These stores feature an assortment of home style or counter goods like cocoanut cakes, fudge made from fresh cream, fresh cream caramels and a variety of other home-style candies. They are mainly offered loose in open displays on counters and in attractive showcases, with some pre-packed items. The public in this manner has been able to make its own selections, generating more "impulse" buying than would otherwise be the case. Such mass displays have even helped move very slow-moving items, like crystallized ginger.

These distinctive boxes are all different, though they carry the same basic design features. Twenty boxes are carried for the various types of candies, each with the same basic script and door illustration, but with varying color combinations and design details.

Another benefit of this lavish display practice has been the popularity of old-fashioned candies, tons of which have been sold. The stores are constantly trying to revive old-fashioned pieces that are not well known today, like pecan pralines or cocoanut cakes.

MERCKENS

Makers of Fine Chocolate and Cocoa

MERCKENS CHOCOLATE COMPANY, INC.

155 Great Arrow Avenue, Buffalo 7, New York

BRANCHES AND WAREHOUSE STOCKS IN

BOSTON, NEW YORK, CHICAGO, LOS ANGELES, OAKLAND, SALT LAKE CITY, SEATTLE

Cooper-Styled folding candy boxes for a record Christmas business
WRITE FOR DISPLAY BROCHURE OF BOX STYLES AND PRICES
COOPER
PAPER BOX CORPORATION
DEPT. M
BUFFALO 4, NEW YORK

Flavor-Notes by Aromanilla

Seven months ago we introduced the new Aromanilla Mexican bean formula. Since then it has been used in a wide variety of confections. Our customers report that it does an outstanding job at a new low in cost.

It has always been our business to produce an economical vanilla flavor which will (1) impart the fine quality flavor of prime vanilla beans uniformly and dependably (2) carry through the kettle or freezer without fading (3) maintain its flavor balance and volume during shelf life.

In order to do that, we practically rebuild the bean. We start with a base of prime Mexican vanilla beans, deliberately dissipate the highly volatile solids which usually fade and replace them with identical but sturdier solids. Our new formula is partly due to new developments in these replacements. However, the real secret of our sturdier flavoring lies in improved techniques of extraction, blending and compounding and refined methods in the sequence and aging of the ingredients.

One of the noteworthy achievements of the new flavor has been in chocolate coating where manufacturers were able to attain a fine bean quality flavor at a cost as low as 4c per 100 pounds!

If you too would like to have a flavor that (1) equals expensive standard vanilla bean extract in flavoring effect (2) does a more uniform, dependable and durable flavoring job (3) costs approximately the same per batch as vanillin, send for details on our trial order with money-back guarantee. The Aromanilla Company, Inc., Imitation Vanilla Flavor, 6 Varick Street, New York 13, N. Y.

John Coppedge (right) of Colonial House Candy Stores comes to the rescue of 5-year-old Billy O'Grady of Elizabeth, N. J., by giving him the first candy he had ever tasted. Young Billy, born with an allergy for cane sugar, had been denied pleasure of candy until Colonial House set up a small section of their plant for beet sugar production, delivered Billy a batch of candy and made him a happy boy. The incident was recorded in the public press from coast to coast.

Old-timers, remembering these items, have again been drawn to them, and their children are often curious to try them out.

The specialty of the house, however, if any of the numerous popular items so offered can be thus honored, is probably miniature chocolates, followed in close order by butter crunch, home-style fudge or cocoanut cakes. Other fast-movers include cream mint wafers, pecan rolls and cream caramels. The various chocolate candies account for about 60% of sales, with home-made items making up the remaining 40%.

To meet the popular demand for a dollar box of chocolates, despite mounting production costs, Colonial House has come up with its own solution. That is a 12-oz. box filled with the larger size pieces. This goes over big as a gift purchase, especially during the Christmas holiday season. Biggest chocolate seller, however, is a box of miniature chocolates, consisting of about 70 pieces to the pound, which retails for $1.49.

Chocolates are prepared in elaborate packaging, with spider paper and heavy cushioning for the miniatures. Home-styled varieties are presented in an attractive, dignified box. Although the firm carries 20 different boxes that carry the brand name on the face in distinctive script and detail the contents with weight, each has a different style and coloring. A new, over-all design has been recently prepared with sketches of Mid-Victorian type houses.

Some accessory or gift items are sold, but these must tie in with candy sales or stimulate them, such as a small pair of Dutch wooden shoes which can serve as a handy candy container. "We are essentially in the candy business," insists Mr. Coppedge, "and will never deviate from it. But if we run across any ideas, such as appropriate novelties or sundries, that fit in with our line, naturally we will carry them."

Besides strategic shopping location, attractive phys-

ical atmosphere and high-grade merchandise, Colonial House also utilizes another merchandising factor, that of excellent customer relationships with the sales people. Personnel are advised that since they are dealing in goods which give the public pleasure, they should maintain a pleasant attitude toward the public, smile and act cheerful at all times and in their own personal ways radiate sweetness. They are required to wear simple and clean apparel, but not uniforms since these might suppress some of their personality through standardization.

All store personnel work under the direction of Mrs. Louise Conlin, general supervisor of the candy department, who has had many years of experience with other large candy manufacturers, and has replaced the late Mrs. Theresa Leedy who had been with the firm for 15 years.

For outside promotion, the stores rely heavily on their well-dressed windows which serve as "Silent salesmen" in drawing street traffic. Managers are trained in window trimming and are given an over-all plan to work from with the objective of setting up a display which will virtually "eat-up" passersby, so that they will be impelled to come in and make a purchase. Importance of this effort is seen in the yearly budget of $50,000 allocated for window showings alone.

Next in importance is local newspaper advertising for which $30,000 a year is spent. Copy is concentrated at peak buying seasons like Thanksgiving, Christmas, Valentine's Day, Mother's Day, Easter and so on. Space is large, averaging about one half page and including a list of the contents of the various specialties with their prices, and is always well illustrated.

Underlying all of this public approach, however, and integrated with it is an operational plan whereby a well-equipped plant has been adapted to the production of home-style candies where quality is predominant. The new quarters at Livingston, which were occupied in December 1953, represent the ultra modern in factory technique. The brick building embodies latest construction ideas including hollow walls as an insulation safeguard. Surroundings are well landscaped with spacious lawn and shrubbery.

Workers operate in spacious quarters, some of which are air-conditioned, with production streamlined so as to accord maximum efficiency. Stocks of ingredients are kept in heavy supply, with all of the best obtainable grades used, such as the highest grade of sweet butter.

On the payroll is a force of about 150, of whom 35 are employed in the Livingston factory.

The Colonial House system is ample evidence of the successful integration of production with retail sales. This has been made possible by complete control of the product from the manufacturing to the consumer level, assuring better quality candy at low cost—and it's a highly important means of assuring a high ratio of profit, too, despite today's strongly competitive market.

—The end

Why is he reaching for the same candy he got yesterday?

BECAUSE he knows it'll be just as good *today*. Tomorrow, too, he'll buy it again, because it'll have the same tempting color, the same rich flavor. The candy he's buying is typical of all candies made with Wilbur chocolate products. Wilbur's "quality control" gives you exactly the chocolate your centers need—in quality, in color, in flavor . . . through order after order. Depend on it.

WILBUR SUCHARD CHOCOLATE CO., INC. • LITITZ, PENNA.

WILBUR
Chocolate
COATINGS

The Candy Maker's Place in Manufacturing for Retail

CANDY MAKING for retail shops, like a good many other of our old American institutions, is undergoing and has undergone a considerable change of character.

Time was when the retail manufacturer was regarded as the sole source of high-quality goods, the fancy items, the candy "like mother made." Under the old conceptions of candy making, the confections sold by the manufacturer-retailers were products with a character and individuality all their own which the large volume producer could not touch. Certainly, these confections demanded higher prices. But the artistry that went into their make-up, the recipes from which they were formulated, and the high quality of raw materials which went into them — all these gave the small-shop-manufactured confections such a distinctive character that a discriminating public gladly purchased and repurchased. The retail manufacturer who makes an individualized line right in his own shop (and there are still many who do) will continue to hold this kind of clientele that is distinctly his own, and will continue to profit from it.

Today, however, you may visit a dozen different retail manufacturing confectioners, or the shops through which their goods are sold, and you will find that there isn't much difference between the lines and specials of any of them. You may find that many of the pieces sold at these shops are not made in the organization's own "kitchen," and they have little character to distinguish them from like pieces offered in other shops to whom the same pieces have been sold. This is no indictment of the large producer, for his goods may be superior in workmanship.

Individuality Best Stock In Trade

The trouble with such candies is, though, that they lack that certain something which identifies them with the store or shop from which they are being sold. And thus, this is an indictment of the retail-manufacturer, for it indicates that he is willing to sacrifice one of his most important stocks-in-trade, namely, that individuality, that personality, that character by which his confections have become associated in the minds of the buying public, for the sake of cutting down on help, hard work, equipment, personal attention, and perhaps, for the sake of not having to make a full line.

When real money was made in the retail candy manufacturing business, the proprietor (if he himself was not a candy maker) hired an expert and put into that man's hands the entire responsibility for the "lines" to be manufactured, for the packaging and display of these lines, for merchandising the lines, and for the timing of seasonal items. The old-time candy maker made candies which he knew best how to make and which his experience told him would appeal to customers. He used the materials and equipment with which the shop was endowed. The proprietor accepted what the candy maker produced, and the organization merchandised it under the candy maker's supervision. So far as the products were concerned, the candy maker was the absolute dictator, and the proprietor's personal preference for this or that candy had little or nothing to do with what was produced by his shop. As long as the customers came back for more of the goods the candy maker was turning out, the old-time shop proprietor seldom did more than suggest or discuss with his superintendent the addition of a new line or the changing of an old one.

Candy Maker Had Standing in Old Days

Under this system the candy maker of old was a true professional type. His was a craft as skilled as that of any other professional group. He took great personal pride in his knowledge and ability, and in the candy industry as a whole he took his place alongside the expert technicians and scientists. True, he was often an autocrat in his own organization, but withal, he was the true backbone of retail candy manufacturing in a day when the group of retail-manufacturers as a whole made real money.

One of the glaring omissions in retail-manufacturing today is the failure to provide for a continuation of this type of candy maker. Under the old system (and this may also be true in some few shops today) a definite plan of apprenticeship was carried out in almost all shops. Under the guidance of the head candy maker, young boys of good family and fair

education were brought into shops as apprentices. They were given ordinary menial jobs to do until they became familiar with the shop routine. Perhaps their first work consisted of cleaning up and clearing up the shop and equipment and seeing that things were in order. Later they were given the more simple tasks in the actual candy making procedure, such as cutting caramels, weighing batches, and so on. As one apprentice stepped up the ladder of responsibility, another was brought in to start at the bottom, and by this system there was maintained a steady flow of young men through the shops, getting the "feel" of true candy-making craftsmanship. When the young man reached a point where his own shop could no longer retain him, he tried out his own wings in other shops or perhaps his own shop. If he made good, it was a triumph for the entire home organization. If he failed at first, he perhaps came back "home" for more training. In any case, this system built up a close kinship between professional candy makers over the entire industry, and the industry as a whole was provided with a steady supply of competent and trustworthy candy makers who knew their job. Our present ideas of retail candy manufacturing are overlooking this important item, and the industry shows this lack in many ways.

"Front-Office Interference" Hurts Retail Industry

Those retail-manufacturers who are suffering today are the ones who have gone whole-hog in supplanting their home-made lines with big-turnover lines bought from the outside, who have listened to the siren call of big-profit, ordinary-quality goods, and who have consequently reduced to a minimum their candy-making personnel and the products turned out by these experts.

To a candy maker on the sidelines, such a trend indicates "front-office interference" of the rankest kind. Front offices are pretty much alike in all types of businesses, that is, their decisions are unduly influenced by the little black (and red) figures which show up in the ledger books. So far as candy making is concerned, they know very little of what it's all about. As a result, they have taken away from the head candy maker much of the authority he wielded during the time when retail-manufacturing was a profitable business.

The creator of the candy ought to be permitted more leeway in offering to the public the confections which he knows from experience the public will buy. The best proof of this type of front-office thinking was the successful old Joyce concern in Canada. The candy maker was always boss in this shop, and that policy held no matter who or what the candy maker happened to be. Some of the company's best years were those years when it introduced foreign candy makers who turned out lines which the buying public had never heard of. By proper merchandising and display, supervision of which was in the hands of the candy makers, these unknown candies were given an appeal which seldom failed to draw business and repeat-business. These lines often became best-sellers in a short time. No one knows what will sell until it has been offered to the public under the right conditions of merchandising and display. In candy, no one knows more about the product than the person who made it. Those retail manufacturers are fortunate, indeed, who have as superintendents, men who know how to dramatize the lines they make. A good window display requires thorough thinking as to suitable set-ups, proper color and color combinations, and effective dramatization. The candy maker's vision is needed to achieve these qualities in display.

Future of the retail candy manufacturing business is linked closely to the return to craftsman-produced quality goods. The public will buy quality, and with return of better times (which can't be too far distant) the retail manufacturer will reap a big harvest from quality candies, made of quality raw materials, produced by candy makers whose first thought is quality, and appreciated by a public which is now, and has always been, willing to pay a premium for quality products.

SPECIAL FOR NOVEMBER

"LOG CABIN ROLL"

Nougat Center

60 lb. sugar and 40 lb. glucose. Bring this up to 270 degrees and keep it cooking while you prepare other ingredients.

Soak 1½ lb. egg albumen in 3 pints of water. Beat this thoroughly and with the beater operating, stir in the sugar-glucose mixture. Add 10 lb. fondant, 15 lb. dried fruit and 10 lb. pecans. When all this has been thoroughly mixed, pour out on slab and allow to cool. When cool, cut in strips.

Outside Caramel

25 lb. sugar, 25 lb. glucose, 3 gal. cream, 1¾ lb. coconut butter. Cook this to a soft ball.

Dip the nougat strips into the caramel and then roll in chopped nuts (one variety or a mixture); or, this may be rolled in coconut, plain or toasted. The finished rolls should weigh about 12 ounces, and should sell for 50 cents apiece.

How to Display

Clear out and clean out the entire window and clean the floor of it thoroughly. If the floor is dark, use white doilies; if light, light colored doilies. This is for contrast. On the doilies place one each of the finished rolls. Avoid getting a too-crowded appearance. In the center of the display place a few rolls which have been sliced and the slices neatly arranged around the half-cut rolls. Any prices used in the window should indicate price per roll, rather than price per weight or per slice.

Here's a tip on the window display: If the display has been in for part of a day without good sales results, remove a few of the rolls, but allow the doilies upon which they had been placed to remain. This will "suggest" that the rolls are selling and will induce window shoppers to come in and buy. It is always a good idea to "suggest" that displayed merchandising is selling, and in this particular case the empty doilies convey the suggestion.

P & F has the answer to your corn syrup and starch requirements.

Try these 3 time proven products:

Penford Corn Syrup—
a drum or a tank car

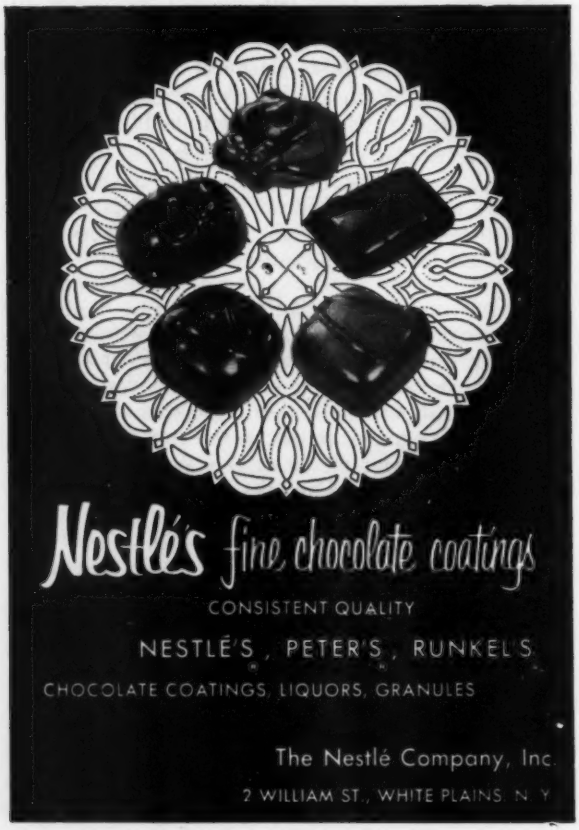
Douglas Confectioners Thin Boiling Starch and

Douglas Confectioners Moulding Starch—
in bags or car loads.

Penick & Ford Ltd. Inc.

420 Lexington Ave.
New York 17, N. Y.

Factory:
Cedar Rapids, Iowa


Nestlé's fine chocolate coatings
CONSISTENT QUALITY
NESTLÉ'S, PETER'S, RUNKEL'S
CHOCOLATE COATINGS, LIQUORS, GRANULES
The Nestlé Company, Inc.
2 WILLIAM ST., WHITE PLAINS, N. Y.

Supply Field News

William Klein, founder and board chairman of the Klein Chocolate Company, died recently after a long illness at the age of 70. Mr. Klein was associated with the late Milton S. Hershey when he founded the Hershey Chocolate Corporation and later left to form his own company.

Continental Can Company has purchased the **American Paper Goods Company** of Kensington, Conn. American Paper Goods with two plants located in Connecticut and Chicago is a manufacturer of paper cups, envelopes and bags. Continental will operate this business as a supplement to its paper container division and no changes in plant location are anticipated. Confirmation of the transaction is subject to radification by American Paper Goods stock holders.

Tom Miller, Vice President of Package Machinery Company, was elected recently President of the Packaging Machinery Manufacturers Institute. **John B. Wilson,** President of Wright Machinery Division, of Sperry Corp. and **Mills W. Waggoner,** General Sales Manager of Better Packages, Inc., were elected Vice Presidents.

Robert L. Lasater and **Albert P. Degen** in association with **Cornell Paperboard Products Company** have purchased all outstanding stock of the **National Carton Company** of Joliet, Illinois. Founded in 1911 as a paper box manufacturer, National Carton has pioneered in the folding carton field. New officers of the firm will be Mr. Lasater, President, Mr. Degen, Vice-President, Mr. John J. Clemens, Secretary and Treasurer and Mr. Leo J. Deiss, Sales Manager.

Barton's will begin soon on a three-story addition to its factory and executive office in Brooklyn. The addition will expand the present facilities to provide a total of 200,000 square feet of manufacturing space. A retail candy store will occupy the corner space. This plant supplies candy and baked products for the company's sixty-three stores in the New York, Newark, Philadelphia and Detroit areas.

American Maize-Products Company announced the removal of its New York offices to 250 Park Avenue, New York 17, New York.

The Schutz-O'Neill Company, manufacturers of pulverizing related equipment, announced the appointment of Mr. Art Trommer as Sales Manager. Mr. Trommer previously represented this firm in the Chicago market.

Robert Friestadt is now calling on the general trade in Los Angeles area for **Penick & Ford, Ltd.** His headquarters will be with the Brown Brokerage Company there.

The J. W. Greer Company has announced the appointment of **C. G. Cockinos** as the manager of Greer's Confectionery Equipment Division. Mr. Cockinos was formerly with the firm's mid-western sales office.

McHugh-Howell Associates has been formed as manufacturing representatives in the Metropolitan and New York, New Jersey areas by **Jim McHugh, Jr.** and **Evan Howell.**

The **Southern Pecan Shelling Company** of San Antonio, Texas, has been purchased by **Standard Brands, Inc.** It is reported that Southern Pecan will be operated as a division of Standard Brands with no change in its operation.

Bob Schow has joined **Dixie Wax Paper Company** as art director. Mr. Schow was connected with the Dixie organization before the war, and duuring the war did production illustration work for the Navy. As art director for Dixie, Mr. Schow will be available for personal contact to customers as design consultant.

Tootsie Rolls will sponsor The Pinky Lee Show over 90 stations on the NBC TV network, beginning in September.

Edward S. Lecky, controller and assistant treasurer, **Life Savers Corporation,** has been elected a director of the Controllers Institute of America.

T. Fred Baker, Eastern Division Manager of **Sunkist Growers,** Products Department, has retired after forty years with the company. He has been in charge of sales in the east since 1926. Mr. Baker's successor in that post will be **Mr. Peter T. Wood,** formerly Product Manager of the Walter Baker Division of General Foods Corporation.

Andre-Kleerwrap Company has been organized to provide an "all-in-one" source of packaging materials. Founders of the company are **Noble Andre,** president of the Andre Paper Box Company; **John S. Cuneo,** president of the Cuneo Press, Inc., and **Richard F. Neff,** formerly associated with the Sutherland Paper Company and vice-president in charge of sales for the last ten years.

National Aniline Division, Allied Chemical & Dye Corporation, has opened a branch office in Los Angeles, Calif. A complete warehouse stock will be located there.

Thomas C. Garren has been appointed to the newly created position of assistant to the director of technical service of the **A. E. Staley Mfg. Co.**

National Starch Products and the **Corn Processing Division of Clinton Foods** are holding discussions looking to a merger of the two firms. It was announced in a joint statement by Frank Greenwall, President of National Starch Products, Inc., and Richard Moss, Chairman of the Board of Clinton Foods, Inc.

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The **Planters Nut & Chocolate Company** have begun construction on two buildings, which will be a new purchasing, inspection and storage station for the firm, at Ivor, Va. The two buildings will be capable of storing 60,000 bags of peanuts, company officials stated.

G. A. Konelos was appointed vice president of **Andes Candies, Inc.** He is the son of **Andrew G. Konelos,** founder of Andes.

The Charles N. Miller Company is now selling a new 5¢ Mary Jane pack. This pack will include four individually wrapped pieces of molasses and peanut butter sticks.

Walter L. Richmond, a veteran of almost a half century in the candy manufacturing field and author of two outstanding books on that subject, has been named superintendent in charge of production in the candy division of the **Robert A. Johnston Company.** Mr. Richmond has been associated with many of the most important firms in the candy business as superintendent and consultant. For the past three years he has been in charge of quality control for Norris, Inc.

The A. E. Staley Mfg. Company announced the removal of their Philadelphia sales office to 1052 Public Ledger Building, Philadelphia 6, Pa.

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The Manufacturing Confectioner, published monthly except May, semi-monthly, at Indianapolis, Indiana, for October 1, 1954.

1. The names and addresses of the publisher, editor, managing editor, and busines managers are: Publisher, Mrs. Earl R. Allured, 418 N. Austin Blvd., Oak Park, Ill.; Editor, Mr. Stanley E. Allured, 418 N. Austin Blvd., Oak Park, Ill.

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3. The known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages, or other securities are: None.

4. Paragraphs 2 and 3 include, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting also the statements in the two paragraphs show the affiant's full knowledge and belief as to the circumstances and conditions which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner.

PRUDENCE ALLURED, Publisher.

Sworn to and subscribed before me this 9th day of October, 1954.
[SEAL] DORIS G. EINFELDT.
(My commission expires March 5, 1958)

MACHINERY FOR SALE

FOR SALE

Model S #3 Savage Fire Mixers.
50 gal. Model F-6 Savage Tilting Mixers, copper or stainless kettle.
200 lb. Savage Flat Top Marshmallow Beaters.
Merrow Cut-Rol Cream Center Machine.
50" two cylinder Werner Cream Beater.
1000 lb. Werner Syrup Cooler.
200 lb to 2000 lb. Chocolate Melters.
Simplex Gas Vacuum Cooker.
Simplex Steam Vacuum Cooker.
600 lb. Continuous Vacuum Cooker.
Form 6 and Form 3 Hildreth Pullers.
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Bostonian Friend Hand Roll Machine.
Standard Werner Automatic Ball Machine.
We guarantee completely rebuilt.

SAVAGE BROS. CO.
2636 Gladys Ave. Chicago 12, Ill.

FOR SALE: 1-32" Greer Enrober with a 65' long Benz Cooling Tunnel; 2-1,000 lb. National Equipment Chocolate Kettles; 1-500 lb. Stainless Steel Greer Chocolate Kettle; 1-800 lb. Duplex Chocolate Kettle; 2-Lynch Wrapomatics, together with card feed roll, with electric eye; 2-Hudson Sharpe (Campbell 2 W 6) Wrapping Machines, with electric eye; 1-D.F. Package Wrapping Machine, with electric eye; 3-120 Quart Glenn Beaters (American Machine Foundry), together with rollers and beaters; 1-2 Barrel Reade Dough double arm creamer; 1-Anderson 2-Way Cutting Machine (vertical and horizontal) together with bar separator; 1-Hohberger Continuous Cooker (13,000 to 15,000 lbs. per day), complete with pumps and motors (no premelt kettles. 3-450 Gallon Stainless Steel double jacket kettles—125 lb. pressure; 1-Overhead Travelling Crane with 500 lb. electric lift, together with 75' of travelling track and a 350 lb. Stainless Steel dump truck; 1-Brach Candy Cutter with Motor; 1-10 S H P Mears Kane Boiler (14 ton capacity) gas; 1-Werner Ball Machine—Automatic. Apply box 1146, **The MANUFACTURING CONFECTIONER.**

FOR SALE: Hudson Sharp Box Wrapper, 4 3/16 x 1½ x 1 3/16 for wax paper or cellophane, electric eye. Lynch large Mint Wrappers with electric eye. Box 1147, **The MANUFACTURING CONFECTIONER.**

FOR SALE: 300-lb. Racine Melters, Dublin and Savage Caramel Cutters (practically new). Box 1148, **The MANUFACTURING CONFECTIONER.**

FOR SALE: Tray Lock Machines type TL-B-EL, end lock. Also several TLA machines for setting up and side locking. All units in good order. Box 1149, **The MANUFACTURING CONFECTIONER.**

FOR SALE: Complete Marshmallow mfg. equipment. Box 145, **The MANUFACTURING CONFECTIONER.**

POSITIONS WANTED

I HAVE HAD EXPERIENCE in the finest chocolate factories in Germany, in Felscke and Stollwerck as superintendent. I know the process of chocolate manufacturing thoroughly from the bean through to finished products. I also know manufacturing process of most candy products, such as marzipan and nougat. I would like to make contact with a large firm in the United States for employment. Box 1145, **The MANUFACTURING CONFECTIONER.**

MACHINERY WANTED

WANTED: Either Racine or Mills one way Caramel and Nougat cutter. Write immediately giving complete information, age, condition and price. **NORRIS CANDY COMPANY, P. O. Box 2208, Atlanta, Georgia.**

WANTED: 1-Ideal Wrapping Machine late model in good condition; 1-1000 lb. Chocolate Melting Mixer; 1-42C Forgrove; 1-F. A. Wrapping Machine. Box 1142, **The MANUFACTURING CONFECTIONER.**

HELP WANTED

REPRESENTATIVE WANTED to handle line of starch trays on commission basis. Box 243, **The MANUFACTURING CONFECTIONER.**

CANDY MACHINERY SALESMAN WANTED: Knowledge of production and some familiarity with industry desirable. Some traveling. Give background and experience in strictest confidence. Box 147, **The MANUFACTURING CONFECTIONER**

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WEST COAST CHOCOLATE COMPANY manufacturers of Chocolate Coatings, Liquors and Bulk Consumer Goods seek an Assistant Superintendent for their plant. Younger man familiar with modern manufacturing methods, acquainted with machinery, hard worker capable to lead, required. This is a steady job with a smaller company. Replies with full details, experience and expected remuneration to Box 1144, **The MANUFACTURING CONFECTIONER.**

WANTED—CANDY MAKER: Experienced, by large manufacturing retailer in New England—Year round employment, state age, salary expected and experience. Box 1141 **The MANUFACTURING CONFECTIONER.**

OPPORTUNITY FOR DRAFTING ENGINEER with experience in chocolate and candy manufacturing, by prominent mid-west candy machinery manufacturer. All correspondence held in strict confidence. Box 1150, **The MANUFACTURING CONFECTIONER.**

MISCELLANEOUS

FOR SALE: Candy store, Retail, Wholesale, Mfg. Est. 1914. Good downtown location. Good 5 year lease. Wonderful apportunity for candy man. Write for details. **CACTUS CANDY SHOP, 258 East Congress, Tucson, Arizona.**

FOR SALE: Smaller midwest chocolate package goods plant—owner retiring—good start for younger man. Also few extra pieces of machinery for sale—12 Outlet Extruder & Depositor—Reed Beater—Sucker Machine—MM Beater. Box 1143, **The MANUFACTURING CONFECTIONER.**

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Soiled or Off-Grade

Out-of-Condition or Lumpy

ALSO

Hard Candy Trimmings and Sweepings

For use in "non-edible products."

Advise price and quantity available.

O. W. Meyer, Napoleon, Ohio

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Advertisements of suppliers are a vital part of the industrial publication's service to its readers. The following firms are serving the readers of The MANUFACTURING CONFECTIONER by placing their advertisements on its pages. The messages of these suppliers are certainly a part of the literature of the industry.

Advertising space in The MANUFACTURING CONFECTIONER is available only to firms supplying equipment, materials, and services for the use of confectionery manufacturers. Advertising of finished confectionery products is not accepted.

★ ★ ★

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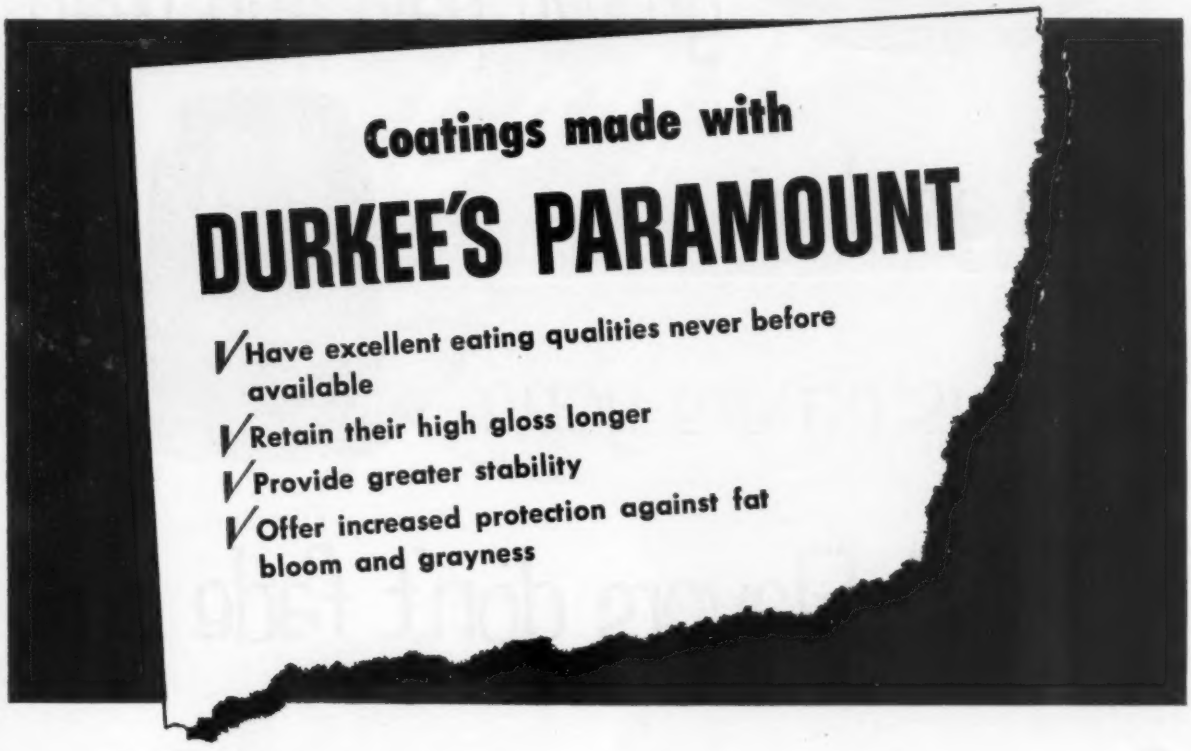
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